OFFICE APPLIANCES

THE MAGAZINE OF OFFICE EQUIPMENT

With the Key on the Cover

Founded by Geo. H. Patterson Edited by

Evan Johnson

DECEMBER,
1912

SPECIAL FEATURES

Business Show Report
Year's Review of Office Machines and Devices

Adds—Subtracts *Just Push the Lever*

This is another of the 86 kinds of Burroughs Bookkeeping Machines—all far *more* than mere adding machines—more like 86 sets of mechanical bookkeeping brains.

This latest addition to the big Burroughs line does all the figure work of a regular adding machine—and besides, performs the extraordinary feat of direct *subtracting*. These are the two processes the man of figures uses most. This machine is also fast and accurate for multiplication or division.

In many kinds of work the Subtracting Machine cuts nearly ⅓ off the time required by *any other adding machine* for the same operations.

In making up bookkeeping figure forms of every kind it will surprise you how this machine almost *thinks*—just push a lever and it adds; push back the lever and it subtracts—or, when the work requires, it will print (say a date, a page or clerk number) and neither add nor subtract. It is absolutely automatic in its calculating operations, yet always accurate.

Let us demonstrate the varied labor and brain-saving uses of this wonderful new Burroughs on your own work. You can't know its possibilities until you see it in use. May we send a man from our nearest office to show it to you?

Burroughs Adding Machine Company

European Office, 76 Cannon Street, London, E. C., England

39 Burroughs Block, Detroit, Michigan

Makers of adding and listing machines; listing and non-listing calculating machines; low-keyboard, visible-printing adding machines—86 different models in 492 combinations of features—$150 to $950—$50 more in Canada—easy payments, if desired.

"Once a RAMER Dealer
Always a RAMER Dealer"

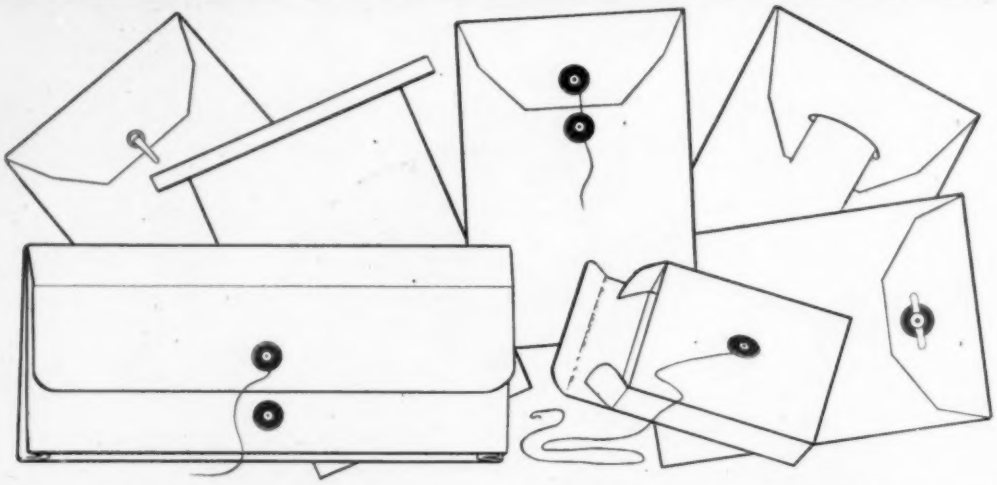
Insure Your Profits

by making them permanent in a line of Re-Manufactured Typewriters whose efficiency is the product of verified experience and standardized service. There is just one such line, as every RAMER dealer will tell you, and the steady, year-by-year purchases of thousands of convinced RAMER dealers is the most telling advertisement to the Quality for which our trademark is a synonym. To hold and strengthen our grip on this great good will pulling power with the trade itself, this organization has not stood still for a day. A larger and more varied stock, prompter and better service and a farther reaching system of satisfying your demands than every before are ours today. Write and let us prove it.

THE PLEDGE OF QUALITY

Wholesale Typewriter Co., 314-316 Broadway, NEW YORK CITY
LONDON OFFICE: 136-137 Long Acre, W. C.

THE HOUSE OF ENVELOPE SPECIALTIES



Pioneers and originators of everything worth while in Tension Envelopes, Clasp Envelopes, Mailing Boxes, Document, Expanding and Filing Envelopes

Send for descriptive catalogue, samples and discounts.

THE TENSION ENVELOPE COMPANY

FACTORY:
BUSH TERMINAL

SALESROOM:
No. 296 BROADWAY, NEW YORK

SELLING AGENTS IN ALL PRINCIPAL CITIES

We manufacture

Roll and Flat-Top Office Desks, Standing Desks, Typewriter Desks, Office Tables.

A FULL LINE OF

Sanitary Desks

WRITE FOR CATALOG

No. S-43

J. F. DIETZ & COMPANY

309 West Third Street, Cincinnati, O., U. S. A.

The New Situation
in the Typewriter Field

There is practically nothing today that the typewriter user wants—in any usual or unusual requirement of typewriting—that the Remington salesman cannot supply.

We can supply the best; not of one kind, but of every kind; the ***absolute best*** of everything.

This is a new situation in the typewriter field. It puts the Remington Salesman in a class all by himself. Think this over!

Remington Typewriter Company
(Incorporated)
New York and Everywhere

MVRPHY OFFICE CHAIRS

No. 273
Oak, Light Golden
Rubbed Dull
Adjusts 31-35 inches

No. 53
Oak or Maple
Adjusts 31-35 inches
No. 53-R includes foot rest

No. 57
Oak or Maple
34 inches high

It will pay you to get our dealers' price on Stools, High Desk Chairs, Typewriter Chairs, Office Chairs. Murphy products cannot help but appeal to you in quality and price.

Your orders will be shipped PROMPTLY.

Have you our Catalog for ready reference?

Murphy Chair Co.

CATALOG TO DEALFRS

DETROIT, MICH.

CATALOG TO DEALERS

Victorious Underwood Typewriter

Wins Thousand Dollar Silver Trophy Cup

For The Seventh Consecutive Time

In competition with all other writing machines, breaking the International Professional Record for

Speed and Accuracy

At the Annual Business Show—November 12, 1912, in New York City

Operated by Florence E. Wilson at 117 net words a minute for one hour

Year	Winner	Net Words Per Min.	Won by
November 1st 1906	Rose L. Fritz	82	UNDERWOOD
October 17th 1907	" "	87	UNDERWOOD
October 22nd 1908	" "	87	UNDERWOOD
September 30th 1909	" "	95	UNDERWOOD
October 27th 1910	H. O. Blaisdell	109	UNDERWOOD
October 26th 1911	" "	112	UNDERWOOD
November 12th 1912	Florence E. Wilson	117	UNDERWOOD

The **UNDERWOOD** holds and always has held the World's Championship
The **UNDERWOOD** holds All the World's Records for **Speed** and **Accuracy**

"The Machine You Will Eventually Buy"

More Underwood Typewriters are Manufactured and Sold than Any Other Writing Machine Made in the World

The Ault & Wiborg Line of Typewriter Ribbons and Carbon Papers

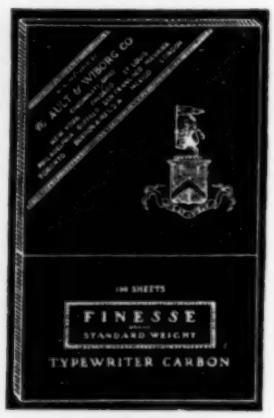
These goods are largely a matter of **Colors**—we have been manufacturing, mixing and grinding colors **successfully** for thirty-five years. Through this apprenticeship we are **Experts.**

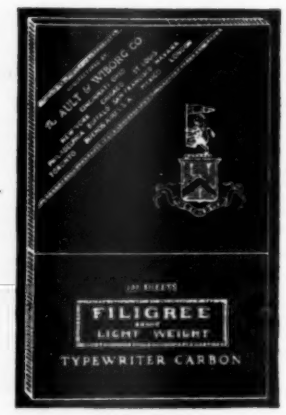
A & W Ribbons are made from the **best** Sea Island cloth obtainable, selected for **strength, durability** and **fine writing qualities.**

A & W Carbon Papers are made on the **finest** tissue known—selected for **strength** and lightness of weight. No stinting of quality under any circumstances—no hedging to cut manufacturing costs.

EVERY TYPEWRITER RIBBON and each Sheet of Carbon Paper Shipped out from The Ault & Wiborg Factory has been made with the definite intention of causing the person who may use that article to want more just like it.

This is a good line to carry and to sell, Mr. Dealer. It's a good line to bring re-orders.



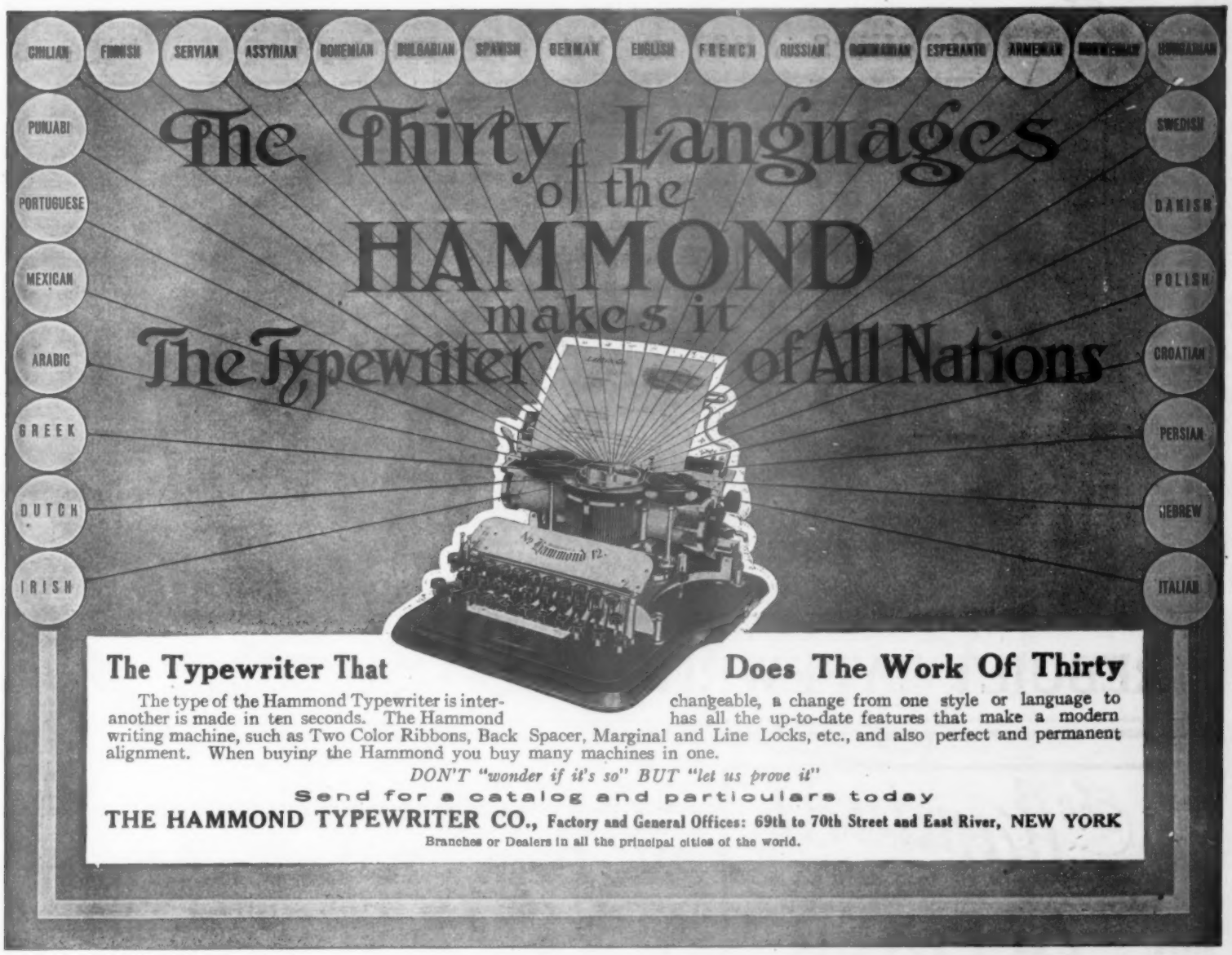


The Ault & Wiborg Company

Factory: Cincinnati, Ohio

CHICAGO, 619 S. Dearborn St. NEW YORK, Cor. Pearl and Elm Sts. ST. LOUIS, 322 No. Third St.

BUFFALO, 145-147 Ellicott St.
PHILADELPHIA, 1217 Cherry St.
MINNEAPOLIS, 729 Fourth St. South
SAN FRANCISCO, 545-547 Mission St.
BOSTON, MASS., 394 Atlantic Ave.
CLEVELAND, 121 St. Clair Ave., N. W.
ATLANTA, 127-129 Central Ave.
TORONTO, CANADA, 19-23 Charlotte St.
MONTREAL, CAN., 302 Lagauchetiere St., West
WINNIPEG, CANADA, 259-261 Fort St.
HAVANA, CUBA, Calle Galliano 69
BUENOS AIRES, S. A., 535 Calle Bolivar
PARIS, FRANCE, 82 Quai de Jemmapes
LONDON, E. C., ENGLAND, 4-5 St. John's Square



The Typewriter That Does The Work Of Thirty

The type of the Hammond Typewriter is interchangeable, a change from one style or language to another is made in ten seconds. The Hammond has all the up-to-date features that make a modern writing machine, such as Two Color Ribbons, Back Spacer, Marginal and Line Locks, etc., and also perfect and permanent alignment. When buying the Hammond you buy many machines in one.

DON'T "wonder if it's so" BUT "let us prove it"

Send for a catalog and particulars today

THE HAMMOND TYPEWRITER CO., Factory and General Offices: 69th to 70th Street and East River, NEW YORK

Branches or Dealers in all the principal cities of the world.

It Costs You More

than the profit in a small safe if you lose a customer on account of dissatisfaction which many of the cheap safes are responsible for.

It Costs You Less

to handle the VICTOR fire-proof safes because the margin of profit is greater, dependence can be placed in every safe and they win trade and prestige for the dealer.

It Costs You Nothing

to investigate our proposition.

JUST WRITE AND ASK FOR 'CATALOGUE 8"

The Victor Safe & Lock Co.

CINCINNATI, OHIO

Highest Award Grand Prize and Gold Medal, World's Fair, St. Louis, 1904

Machines That Earn Their Purchase Price

That's the article we offer, Mr. Dealer or Mr. Buyer. A typewriter that will earn its cost to the dealer in quick profits and its price to the user in substantial, enduring service. Machines in the rough, fully repaired machines, your choice in makes—the very typewriter you need today for work or sale awaits your selection at our

Special Pre-Inventory Sale, Now Running,
YOUR Opportunity to Get in Touch with

RETYCO "AA" REBUILTS

Our large and complete stock is yours to choose from. Efficient service is our trade-mark and we patent it permanently every business day by the utmost promptness in attending to orders. Make your wants known. Test our service by a visit to our headquarters. Or write us today for attractive prices, and judge for yourself.

REMEMBER:

"A man will pay more if he GETS more"—"Let's get acquainted."

REBUILT TYPEWRITER CO. GEO. A. BALDWIN, President
417 S. Dearborn St., CHICAGO

The Standard STAMP AFFIXER

MODEL E. Price $12.

WHEN BETTER
STAMP AFFIXERS ARE MADE
THE STANDARD STAMP AFFIXER CO.
WILL MAKE THEM

We Desire To Impress Upon YOU These Facts

WE have not rushed into the market with a defective stamp affixer causing disappointment and disgust all along the line, nor have we experimented at the expense of the public, but we have labored, intelligently and persistently, to evolve a practical stamp affixer of simple construction, a machine the unqualified superiority of which has earned for it the title of the

Best Stamp Affixer on the Market

The Standard MODEL E Embodies the Following Valuable Features:

Lowest in Price	Because	It sells for $12.00
Highest in Efficiency	Because	It is mechanically perfect
Lightest in Weight	Because	It weighs only 13 ounces
Most Practical	Because	It stamps letters or packages
Absolutely Reliable	Because	It has no delicately adjusted parts
Simplicity	Because	It has only 3 moving parts
Speed	Because	It can maintain a speed of 100 per minute
Unbreakableness	Because	It is built of aluminum
Protects the Employer	Because	It delivers a moist stamp
Protects the Employee	Because	It removes temptation

WE WANT SUCCESSFUL OFFICE APPLIANCE AGENTS to represent us in territory still open. Big money will be made by men of ability who succeed in securing an agency. Give full details as to references and past experience in first letter.

The Standard Stamp Affixer Co., Somerville, Mass.

Why the Eyes of the Business World Are on the ROYAL

Because it is the machine that is putting big things over these days—doing big things for big people. *Performance*, not price, sells the Royal.

Among the thousands of Royal users are the best and biggest concerns in the country—far too wise to buy a typewriter for mere price reasons. They select the Royal for its inherent merit and marvelous performance—*after* comparison with other machines.

In simplicity, the Royal reaches a point hitherto thought impossible; in efficiency and durability it has given the most experienced users a new idea of what to *expect* from typewriters.

The action of the Royal is refreshingly light and easy. Its great speed, perfect alignment and unequaled manifolding power make it a machine unexcelled in all-around workability.

We Guarantee

That the Royal Standard Typewriter is made of the highest grade materials obtainable and by the most skillful workmen money can hire;

That it will do work of the best quality for a greater length of time at less expense for upkeep than any other typewriter, regardless of price.

ROYAL TYPEWRITER COMPANY

This Tag is attached to every machine after it passes inspection at the factory. It bears an unconditional Guarantee, backed by one of the biggest and strongest concerns in the typewriter industry. Read it.

Royal Superiority Brought to a Focus in the New Model 5.

Among the many inbuilt advantages and features of this veritable business engine are the Two-Color Ribbon, Tabulator, Back-Spacer, Tilting Paper Table and Hinged Paper Fingers, all embodied with a simplicity and working efficie ncy that make the Royal—

The Best Built Typewriter in the World.

Write today for The Royal Book

Principal European Office:
75-A, Queen Victoria St., London

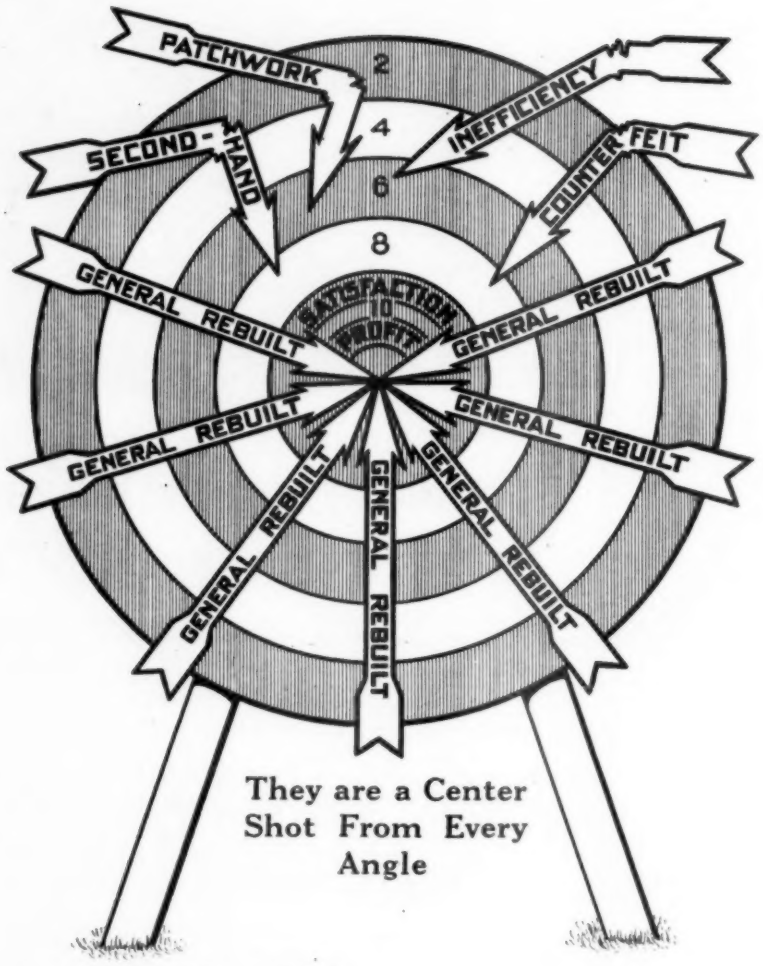
ROYAL TYPEWRITER COMPANY, Royal Typewriter Building, New York

Branch offices and agencies in all principal cities of the world

Why Don't You?

SHAFT No. 1

A Perfect Score for "General" Rebuilt Typewriters



MR. DEALER—

Your Capital and Ability constitute "the arm" that bends the bow of commerce.

Your Store and Reputation constitute the bow which is bent by the strength of "the arm" of that Capital and ability.

The Typewriters You Sell

are the arrows that "kill or only maim." A good, clean arrow, with a strong bow, well bent by a strong arm and directed by a "true" eye, "brings home the venison." The Arrow is the real essential.

The Typewriters We Sell Are What We Represent Them to Be, What You Expect—And More

Nokomis, the ancient arrow maker, in Longfellow's Hiawatha, never made a truer shaft than

General Rebuilt Typewriters

Rebuilt—"Like New"; Also Repaired—"Like Rebuilt"

GENERAL TYPEWRITER EXCHANGE, Inc.

70 Washington St., Brooklyn, New York, U. S. A.

European Distributors—Liebart & Meyerhof, Hamburg

WARNING

The United States Commissioner of Patents has granted

A PATENT ON THE

RONEO

Pencil Sharpener

Controlled Exclusively by Us

DO NOT SELL INFRINGING MACHINES

The Law states that the Dealer is equally liable with the Manufacturer

ALL INFRINGERS WILL BE PROSECUTED

WE SHALL PROTECT OUR RIGHTS

"Get Out from Under"

RONEO COMPANY

NEW YORK

BRANCHES EVERYWHERE

Efficiency is the saving factor today

With raw materials going up, with labor more exacting, the waste of time or material, of energy or money, must be eliminated. New production processes, and equipments are sorted out by the successful manager.

The fixed charge of "office expenses" must not be overlooked. Correct invoices, statements, cost figures, distributions, profit and loss reports—all must be produced and recorded in the shortest time, at the least cost, and in detail.

I am the fastest—and most efficient—machine for work where the desired results require calculation, or where typewriting and computing are in combination.

I am the only machine that typewrites, and does its own computing—all of it—and automatically prints and accumulates results.

I am a standard keyboard typewriter with two rows of "calculating" keys. I come in four standard models, each with various modifications for maximum efficiency.

I am the Moon-Hopkins—at your service—

Moon Hopkins Billing Machine Co.

Main Offices and Factory
2235 O'Fallon Street, St. Louis

New York	Boston	Cleveland	Cincinnati	Chicago
350 Broadway	Oliver Building	Rose Building	Lincoln Inn, Court Bldg.	29 So. La Salle St

This Machine

Is Saving Thousands of Dollars
for the Following Firms:

General Electric Company
Western Electric Company
Southern Pacific Railway
Standard Oil Company

Armour & Company
Simmons Hardware Company
International Harvester Company
U. S. Steel Corporation

Pennsylvania Railway
Franklin McVeagh & Company
Wells Fargo Express Company
Marshall Field & Company

IS IT SAVING MONEY FOR YOU?

The COMMERCIAL DUPLICATOR is designed to fill the gap between the single carbon copy and the thousand-run stenciling machine. It makes from 5 to 75 or more clean, legible copies *from the original itself* and there is no chance for error.

The COMMERCIAL DUPLICATOR is speedy; so simple that your office boy can run it; takes any size or weight of paper in the same "run" without any complicated adjustments. There are no carbons, no ink, no type, no stencils—simply a big, strong machine that duplicates with absolute certainty and accuracy at all times.

Write for our catalog and tell us your duplicating problems. It's our business to solve them.

We want dealers in cities where we are not already represented.

DUPLICATOR MFG. COMPANY

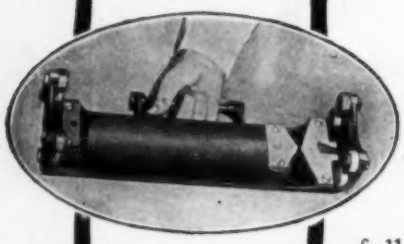
New York Office, 51 Church Street — **1171 Monon Building, CHICAGO**

ST. LOUIS BALTIMORE BOSTON MILWAUKEE PITTSBURGH KANSAS CITY

Make Your Letters *Pull Better*—

By Using The LETTERGRAPH

REG. U.S. PAT. OFF.

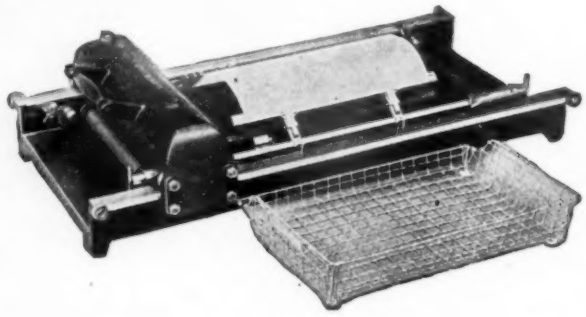


Movable carriage in one piece—nothing to come loose or twist out of shape. The platen is 2½ inches in diameter, which greatly improves the quality of printing and enhances the freedom with which it passes over the type. The large platen principle practically doubles the life of ribbons.

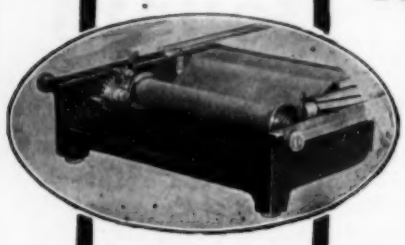
The question of producing good letters—of making each one invite a reading—of having each letter carry that "individually written look" is of great moment to the business man nowadays.

Regardless of how good the text of a letter may be the letter will fall flat if it is not executed well enough to attract attention—invite a reading—yes, compel a reading.

The LETTERGRAPH Solves *This* Problem—



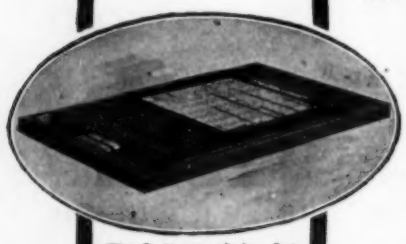
Lettergraphed letters have that individual, personal look. They get attention—they compel it—they are in every way a gratifying attainment from the quality viewpoint—they are the kind of letters that BRING IN the orders.



This is the only ribbon regulator that will spool the ribbon in either direction without reversing the spools. Only attachment that permits of ribbon traveling at a number of different speeds. With this regulator it is absolutely unnecessary to touch the ribbons with hands except when changing type forms.

The Lettergraph is in a class by itself, as far as simplicity, fewness of parts, efficiency and the quality of work produced is concerned.

The type is locked in a strong, rigid, steel chase with special quoins. Corrections can be made quickly and forms made ready in an instant. "Working up of spaces" and "buckling of forms" are entirely eliminated. The four different speeds at which the ribbon can be made to travel insures better work and increases the life of the ribbon from 25 to 40%. Printed letters are lifted up and off the ribbon—there is no smudged, smeared or blurred work. The large platen and compression adjustment eliminates the short, dark line, blurred first line, etc.



The Lettergraph is a flat bed machine. The type is locked in a steel chase with special quoins. This permits of a wide range of uses in an office, as any size standard printer's type, electros and cuts of any description can be locked into the forms and printed on the Lettergraph. "Bucking of forms" and "working up" of spaces positively eliminated.

The Lettergraph writes a letter on both forward and backward movements of the carriage. It saves energy and makes every motion count. Fifteen hundred to two thousand per hour is its speed.

The cost of the Lettergraph is only a first cost. It is not a continual drain upon profits in the way of up-keep and ribbon expense.

Price of Lettergraph alone with hand-composition outfit $125.00—with stand, as illustrated, $140.00. The Lettergraph in truth solves the multiple letter problem. It has proven very popular and is selling very rapidly. Write for catalogue 21 and full information.

An Excellent Position for a Real Salesman

One—who can organize, manage and sell—men who have made records in the past and want to make bigger records now. Our proposition is one of those straight-from-the shoulder kind that big men like to hear about. It carries immediate profit, steady increase and a fine opportunity to build for the future. If you are this kind of a man, write us.

Lettergraph in operation—a letter on both forward and backward movement—

The NATIONAL LETTERGRAPH Co.

BALTIMORE, MARYLAND, U. S. A.

Bookkeeping by Machinery

Longhand is too slow and hard to read for correspondence, so most people use the typewriter.

Mental addition is too slow and inaccurate for accounting work, so most concerns use the adding machine.

Posting a ledger by hand and adding the figures up mentally is both slow and liable to error.

Posting a ledger by hand and adding the figures by machine is only going half way.

Posting a ledger at one operation and adding the figures at another is slow, confusing and frequently results in error.

Why not post your ledger by machine at machine speed and at the same operation have all the adding done?

Posting and adding at one operation means that every item written is added and instantly proves the accuracy of the work if the items have been entered correctly, and if there is an error in posting the answer is wrong, attention is called at once to the mistake so that it can be corrected then and there.

Elliott-Fisher, The Bookkeeping Machine, posts to a loose leaf ledger without removing the pages from the binder, or to a card ledger, in plain machine print, at machine speed, extends the new balance on each account after every posting, and proves all the work as it goes along.

Does the work twice as fast as the old hand way and eliminates all the worry and bother.

When the entries are completed for the last day of the month the books are in balance—the proven (trial) balance is ready and no mistakes to look for.

Send for full particulars and a free copy of that new illustrated magazine, "Bookkeeping Today."

Elliott-Fisher Company

112 Cedar Street **Harrisburg, Pa.**

The Stenotype Cuts the Cost of Business Letters

by enabling the production of much more work than can be done by any other method of recording speech.

SPEED—greater.

A machine is faster than the hand.

LEGIBILITY—assured.

Type Letters.—That's the reason.

ACCURACY—follows.

Not possible to misread plain print.

THE GREATEST OF TIME AND LABOR SAVERS.

Many of the largest and best business colleges in the country are now teaching **STENOTYPY.** Write for the name of the nearest school where you may obtain a Stenotypist or information concerning the Stenotype. Your name and address will bring full descriptive literature.

To Labor Less And Accomplish More

STENOTYPY is not a modified system of shorthand nor the use of shorthand characters on a writing machine.

THE ALPHABET consists of plain type letters scientifically arranged.

THE KEYBOARD is so arranged that the operator averages more than **one word for each stroke.**

THE OPERATOR takes dictation **fifty per cent. faster than with a pencil and note book.**

STENOTYPISTS read notes of other operators as readily as their own.

GUARANTEED COMPETENCY is assured on the Stenotype because all instruction is given in Commercial Schools with a recognized standing and under the strict supervision of the manufacturers.

EARNING CAPACITY is equivalent to that of the most efficient stenographer. All are experts on the Stenotype.

THE UNIVERSAL STENOTYPE CO.

(INCORPORATED)

OWENSBORO, KY., U. S. A.

Our Service Is Yours

There is no reason why your business should suffer a moment's delay for lack of available typewriters. With a country-wide service system radiating from three thoroughly equipped modern factories, we are in a position to supply your office needs with the absolute certainty of satisfaction to you.

American Factory Rebuilts

are practically **at the door** of the vast majority of offices in the larger American cities. For the others shipment time is now reduced to a minimum. Our Newark factory has its finger on the pulse of the great Eastern centers; the Chicago plant covers the Middle West with a perfect distributing system; for the Far West our new Los Angeles factory is now in shape to handle any order promptly and effectively. Combine this perfect service with unvarying quality and superlative material, and you have our typewriter proposition in a nutshell.

Don't Wait for Your Platens— We Return Them in 24 Hours' Time

Three platen departments, of almost unlimited capacity, are kept constantly busy on our 24-hour schedule of deliveries. A single day's test will renew your equipment and intensify the efficiency of your office system.

One trial will prove the worth of our service

Chicago Salesroom, 437 South Dearborn Street.
Los Angeles Salesroom, 641 Santa Fe Avenue

PLATEN DEPARTMENTS

369 Mulberry Street, Newark, New Jersey. **641 Santa Fe Avenue Los Angeles** **501 Plymouth Court, Chicago, Illinois.**

American Writing Machine Company

345-347 Broadway, NEW YORK, N.Y.

Fifty Thousand Finger Operations Daily

That is what your stenographer averages

This simple fact tells you why the advantages of a **light touch** outweigh all other typewriter features combined.
And it tells you the best of all reasons why you should buy the

Monarch *Light Touch* Typewriter

The Light Touch of the Monarch increases the daily, monthly and yearly production of your machine and correspondingly decreases the cost per folio. The Light Touch of the Monarch does not have to be proved. It proves itself the moment your hands touch the machine.

FINE ROTARY CHAIRS with NEW HIGH-GRADE IRONS

The new M. & S. Feature

A Chair Iron as good and lasting as the chair itself—this is the new feature offered in M. & S. Chairs—a feature never before obtained in high grade designs. The new M. & S. Iron operates easily—silently. It is strong and rigid.

Increase Your Sales

You can double your sales on Rotary Chairs by offering this new iron. A demonstration of its smooth and silent operation is convincing. It is an immense advantage in competing for office contracts. This iron can only be obtained on Marble & Shattuck Chairs, and with the greater sales possibilities which it provides, combined with the beautiful designs and strong construction of M. & S. Chairs, it furnishes talking points superior to those of any other line.

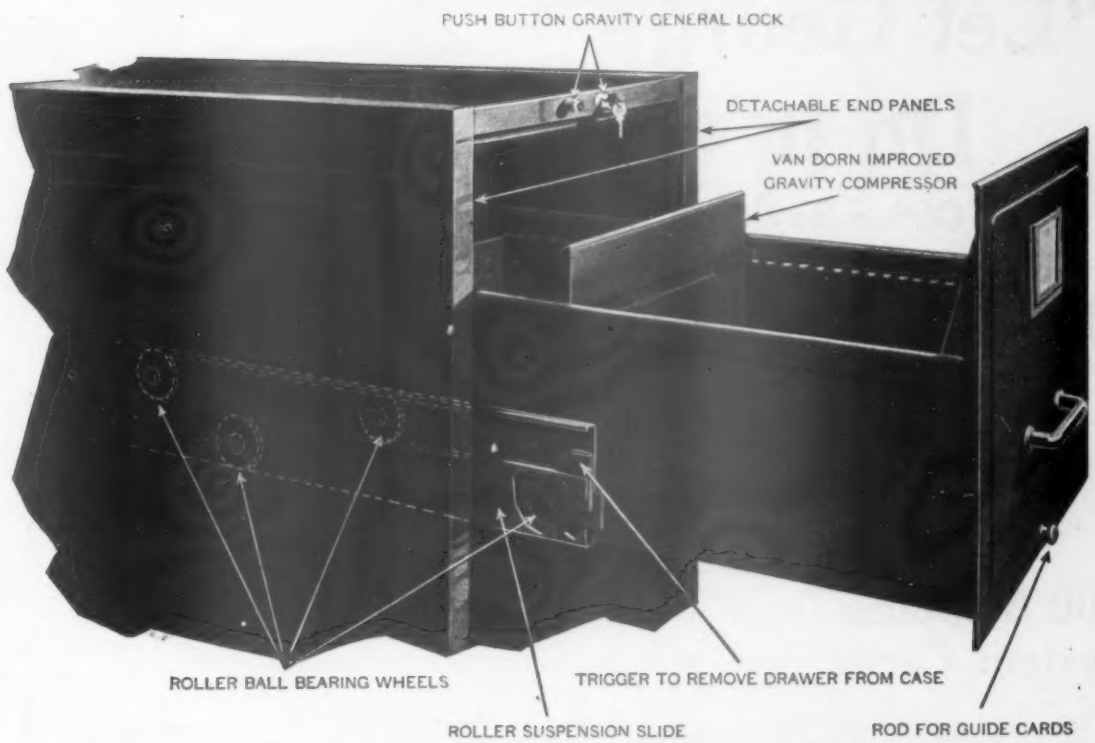
Write for this Booklet

We have issued a booklet called "*A Revolution in Chair Irons*" which explains more fully the advantages of this new tilting mechanism. It will be sent upon request. The complete line of Marble & Shattuck patterns is shown in our large catalog.

Chicago Office, 304 South Wabash Avenue New York Office, 815 Marbridge Building

The MARBLE & SHATTUCK CHAIR CO. *Cleveland, O.*

Van Dorn
M. F. DEPT.



AN EXCLUSIVE AGENCY for VAN DORN VERTICAL DIVISIONS

of Steel Stock Sections is open to some progressive dealer in every city and town where we are not already represented

Experience: We are not new at the business. We have made "built to order" metal furniture for twenty years. Our stock line is built with the same strength, workmanship and finish which have characterized our contract work and given us a reputation for the best.

Extent of Line: Van Dorn Vertical Divisions are eleven in number which have been decided on as being the best sellers and most profitable to the agent. These will be added to from time to time as necessity demands.

Agency: There is still a great deal of desirable territory in which we want agents and dealers. Send for our proposition. All applications will be carefully considered. We want reliable, wide-a-wake, progressive dealers everywhere. Get in at the right time on the Steel Stock proposition. It is no longer an experiment but a necessity of modern business life. It is bound to grow and make money for dealers. Why not you?

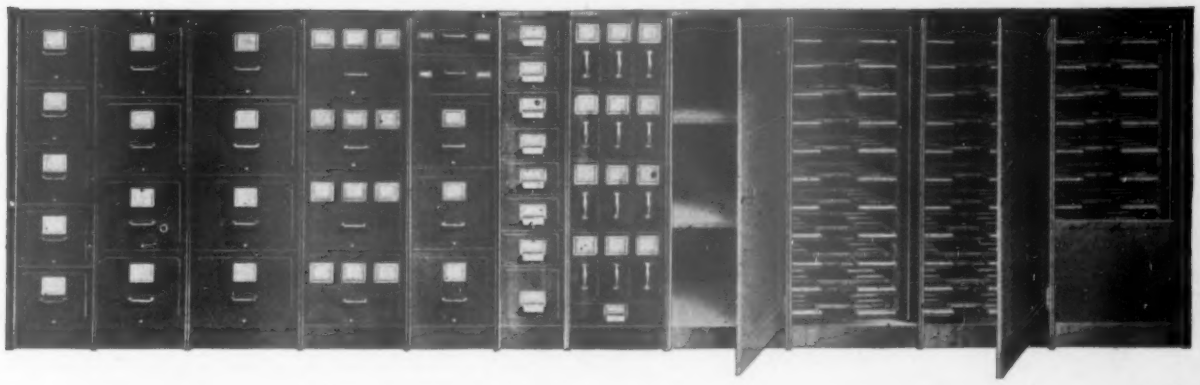
We have the quality and price. Have you the salesmen? We offer a very liberal contract to dealers to handle our line. When making application, furnish references and state experience in selling steel furniture and office equipment.

ADDRESS ALL COMMUNICATIONS TO

THE VAN DORN IRON WORKS COMPANY

Metallic Furniture Department

2685 EWALD ROAD, CLEVELAND, OHIO



"Let George Do It"

Your Office Boy with a

Tag Addressing Machine

Can Set up the Address and print and count

100 Shipping Tags or Cost System Cards per Minute

In ten minutes a boy can address more tags than your best penman can write in a whole day and do it better. The tags are legibly printed in water-proof ink and the exact number desired is assured by our *Automatic Counting Device*—simply indicate the number of tags desired on the dial of the counting device—3 or 300 as the case may be—and the machine will lock when it has addressed that number. No recounting necessary—the tags themselves are an accurate check on the shipment.

No stencil, plates or loose type used—any boy with a few minutes practice can set up a name and address as fast as he can read. One movement makes the machine ready for another address.

The machine can be used for printing tags or cards, for piece work or any other office or factory work of a similar nature when not busy in the shipping room.

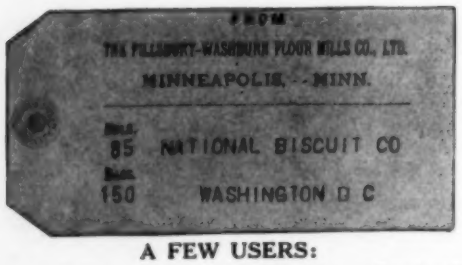
Actual experience has proven that the Tag Addressing Machine saves from 85 to 90% of the time and expense of addressing. Is an absolute check on the shipments—prevents loss and delay on account of illegible addresses and is as indispensable in the shipping room as the typewriter and adding machine in the office.

We have several hundred letters from users of the Tag Addressing Machine in which they state that the machine saves them from 1 to 7 clerks in their shipping department and we will be glad to send copies of these letters upon application.

The Tag Addressing Machine is in use everywhere and we will be glad to refer you to a user in your vicinity.

Fill in and mail corner coupon today, so that we can give you definite information about the machine you need.

Addressing Machine Company, 890 Niagara Street, BUFFALO, N. Y.



A FEW USERS:

Armour & Co.
General Electric Co.
American Radiator Co.
National Lead Co.
Washburn-Crosby Co.
Curtis Publishing Co.
Gould Coupler Co.
American Agricultural Chemical Co.

Gentlemen: Please furnish detail information regarding the Tag Addressing Machine. We use..... shipping tags per year. We average.....tags per shipment. We enclose samples of tags filled in with style of address usually used.

Your name .....

Address.....

.....

Visigraph

The SPEED Typewriter

Not only KEY speed, but speed added by facilitating devices for every manipulation, from the insertion of paper to the finished writing and the care of the machine; the speed that does more work of the best kind, in the shortest time and with the least effort—that is VISIGRAPH SPEED.

It is **THE** dependable Typewriter.

Catalogue sent on request.

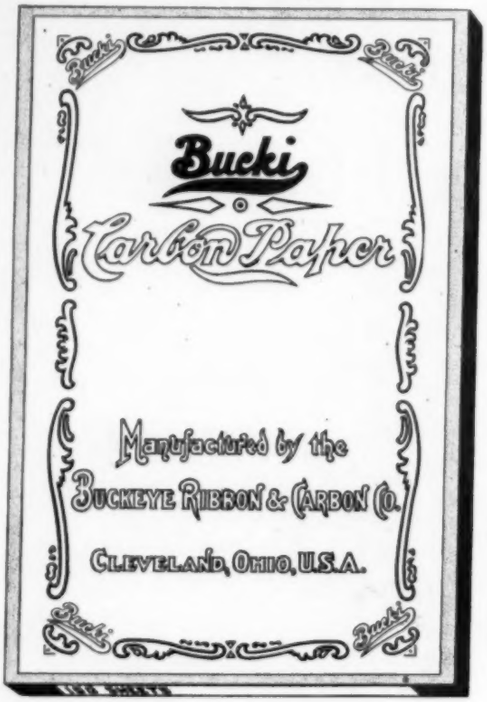
THE VISIGRAPH TYPEWRITER COMPANY

116th Street and Lenox Avenue

New York Branch Office
203 Broadway, N. Y.

NEW YORK

Twentieth Anniversary Announcement



For twenty years we have been manufacturing, and take this occasion to introduce our new brands of

BUCKI SUPREME RIBBONS

AND

BUCKI CARBON PAPERS

We make this announcement, feeling confident that another step toward perfection has been attained in the making of typewriter ribbons and carbon papers.

To accomplish this it was necessary to develop new and additional equipment in Carbon-coating and Ribbon-making machinery. This, with our extensive experience in manufacturing, assures the very highest quality in Bucki Products. Our Bi-chrome Ribbons are durable and guarantee that the colors will not blend.

BUCKI DUPLICATING RIBBONS

We are the pioneers in the making of the wide and match ribbons for use in connection with the Multigraph, Writer-press and Printograph machines, and solicit a trial order for our latest product.

Will be glad to hear from all dealers interested in obtaining a high-grade and complete line of Ribbons and Carbon Papers. Send for a free sample of our BLACK RECORD RIBBON.

The Buckeye Ribbon & Carbon Co.

MANUFACTURERS

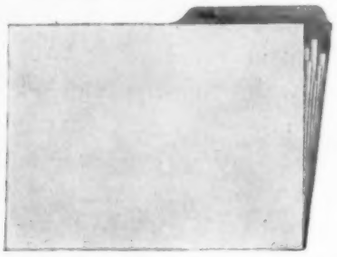
311 St. Clair Ave., N. W. Cleveland, Ohio, U. S. A.

A Folding Typewriter

as you will understand from the name, must be different in construction from all other machines. But it is also different in point of utility. Take, for example, the above illustration—the man is on a Pullman, *manufacturing time;* for he is doing work in time wasted by the average traveler and therefore gaining an equal (or greater) amount at the other end.

There are many ways of manufacturing time with a CORONA. Shall we tell you about them?

Standard Typewriter Co.
Groton, N. Y.



Filing Cabinets Waiting New Supplies
Are *You* Ready for this Trade?

Next Month there will be thousands of Vertical Filing Cabinets to be emptied of their year's accumulation of Folders and Papers.

In many offices the Work of Transferring has already started, and the purchase of New Supplies, New Cabinets, New Systems, has already been determined.

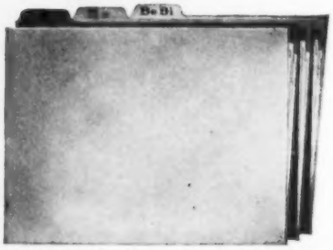
Globe-Wernicke Cabinet Supplies

Every Business Man who has ever seen or used the Globe-Wernicke Safe-Guard Supplies in his Active Files, or Transfer Cases, enthusiastically endorses this method of eliminating the troubles caused by Red Tape Methods—yet always Keeping Important Names in Sight, and Unimportant Papers accessible if wanted, but out of the way.

Write for copy of our New Booklet on

"Filing and Finding Papers"

Instructive for **dealer** and **customer.**



The Globe-Wernicke Co.

CINCINNATI

How the Advertising Manager Made Good with the President of the Company

"I NOTICE you're getting out a tremendous number of these, lately," said the president of a steel company as he walked into the office of the advertising manager, waving the printed circular shown in reduced fac-simile below.

The circular that was thought to be an extravagance, but proved an economy. Original 8x12 inches.

The World Has Been Waiting for

STRENGTH VISMERA PURITY

Galvanized Box and Blue Annealed Sheets #8 to 30 gauge
Corrugated Flat and Formed Products

BEST BY TEST

The Latest of Rust- and Corrosion-Resisting Ferrous Metal.

The only Sheet Product combining a high tensile strength with purity and corrosion resistance. Other products have some of these excellences but "Vismera" is the only one having all the essential elements for a high grade dependable material.

A COMPUTATION OF ACTUAL FACTS:

	Dollars Saving	Saving Water	Was Used	Average Life
VISMERA	157 tons	156 tons	156 tons	100 tons
Best Base	100 "	200 "	311 "	200 "
Best Base	207 "	416 "	518 "	400 "
Best Base	400 "	800 "	515 "	667 "
Best Base	400 "	800 "	275 "	800 "

Defies Corrosion
Resists Rust
Longest

Lasts
Longer Under
All Conditions

STRENGTH VISMERA PURITY

Higher Tensile
Strength and
Workability

Higher in
Resistance to
All Universal Elements

WYLIE BROS. CO.
CORRUGATED CULVERTS
PORTLAND, OREGON

"I thoroughly believe in assisting our dealers; but I'm afraid you're a little too liberal. At least, I don't see the necessity of getting out a special lot for each dealer, with his name on it."

"Step in here," replied the advertising manager, "and I'll show you how we're getting these circulars printed at little more than the cost of blank paper."

Together they entered the next room.

"We're doing the work ourselves," said the advertising manager, "cheaper and much more conveniently than if we sent it to the printer."

"You see our Multigraph is equipped with the printing-ink attachment, which converts it into a real printing-machine. The body of the circular is printed from an electrotype. The dealer's name is printed at the same time from hand-set type. The paper is fed automatically. The operator has nothing to do except to keep the automatic feed supplied, remove the printed sheets, and change the dealer's imprint when the counter indicates the allotted number."

The president was amazed to find dealers' circulars being printed at such small cost.

He was even more amazed to see such workmanlike printing — real printer's printing — being turned out by an office-appliance which he had thought intended exclusively for form-typewriting.

You, too, will be amazed when you see the quality of the printing, and begin to conjecture what it would mean in your business to be able to produce such printing, under your own roof, at 25% to 75% less than the printer's charge — without the muss and fuss, skilled labor or big investment of the ordinary private printing-plant.

Ask us for samples, literature and data.

Write today. Use the coupon.

Then when you're convinced that it's real printing we're talking about, we shall be glad to send a representative to assist you in finding out whether you have a profitable application for the machine. You can't buy a Multigraph unless you need it.

THE AMERICAN MULTIGRAPH SALES CO.

EXECUTIVE OFFICES
1830 East Fortieth Street Cleveland Ohio U.S.A.

Branches in Sixty Cities — Look in your Telephone Directory.

European Representatives:
The International Multigraph Company, 59 Holborn Viaduct, London, England;
Berlin, W-8 Krausenstr, 70 Ecke Friedrichstr.
Paris, 24 Boulevard des Capucines.

What Uses Are You Most Interested In?

Check them on this slip and enclose it with your request for information, *written on your business stationery.* We'll show you what others are doing.

AMERICAN MULTIGRAPH SALES CO.
1830 E. Fortieth St., Cleveland

Printing:
- ___ Booklets
- ___ Folders
- ___ Envelope-Stuffers
- ___ House-Organ
- ___ Dealers' Imprints
- ___ Label Imprints
- ___ System-Forms
- ___ Letter-Heads
- ___ Bill-Heads and Statements
- ___ Receipts, Checks, etc.
- ___ Envelopes

Typewriting:
- ___ Circular Letters
- ___ Booklets
- ___ Envelope-Stuffers
- ___ Price-lists
- ___ Reports
- ___ Notices
- ___ Bulletins to Employees
- ___ Inside System-Forms

Just for example, suppose your typist is in the middle of a letter and you wish to write a telegram. Do you have to remove the unfinished letter from the cylinder?

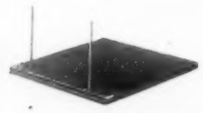
Not if your typewriter is a *Smith Premier.* You simply remove the cylinder containing the letter, write your telegram on another cylinder, then return the first cylinder to the machine and resume the letter where you left off.

These removable cylinders constitute one of the fourteen new features of the Mode 110 Visible

Smith Premier Typewriter

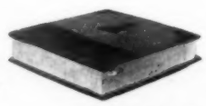
versus

TENACITY



TENACITY

TENACITY



TENACITY

When Competitors take the trouble to talk about us, styling our product *"an unknown line,"* it's prima facie evidence that *they*, at least, have heard of us. We don't want ten-year-old styles around us because we are *progressive;* we are giving the people *what they have said they want* and, incidentally, *what they are buying.*

We have no canned thunder for you to hypnotize your customer with, but we put the cost of the thunder factory *into the manufacture of the goods;* it takes no loose leaf expert to demonstrate *what is plain to anyone who looks at a Tenacity binder*—that it is *built right.*

It's too much to expect *your* customer to know *us*, and we prefer to remain *unknown* to him because we never expect to sell him direct; so we will die-cut *your* name in our steel ledgers, showing you by our actions that we are giving the protection we tell about in words. The following *modern* styles should not long remain unknown to you:

"CL" Ledger—shows all the good points of others, and *six additional patented features.* Has brought us 100 new customers this summer.

"O" Automatic Order Binder—the only one in the world having *nothing* above the case and no projecting levers or buttons; guaranteed to stand the hardest kind of service.

"R" Ring Book—with removable ring plate; specials delivered in the time it takes others for stock.

"G" Endlock Transfer—built in a way that is forcing the "known" lines to the practice of imitation. *Look inside the case.*

WE ARE THE ONLY PEOPLE WHO WILL SUPPLY YOU Steel Round Back Ledger[s] any minimum capacity up to 5 inches and GUARANTEE THEM TO STAND UP.

THE TENACITY MFG. CO., Inc., Reading, Cincinnati, U. S. A.

Makers of HIGH GRADE Loose Leaf Devices

Follow the Line of Least Resistance

and handle goods that will sell. Stock the "Union" line of ribbons and carbons and you can enjoy a profitable business. With exceptional facilities we furnish a superior article. A corps of efficient workmen, a new up-to-date factory and first-class materials together form the strongest backing possible for all our claims.

SUMMIT

APEX

AND

CYCLO

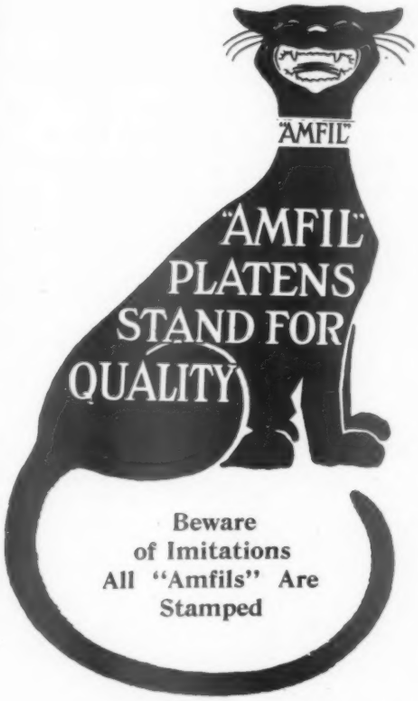
BRANDS

Summit, Apex and Cyclo Brands can be obtained under your own label. By selling goods of real merit with your own imprint you enhance the sale of all other articles you carry. Write us as once for samples and we will show you the way to increase your profits.

Union Ribbon & Carbon Company

FRONT AND LAUREL STREETS
PHILADELPHIA

CHICAGO OFFICE:
417 SOUTH DEARBORN STREET



The Most Convincing Evidence

of the superiority of the

Amfil XXX Non-Hardening Blue Platen

is the attempt at imitation by every other manufacturer.

The best thing ever said of

Amfil XXX Non-Hardening Blue Platen

is the statement of every imitator that their product is "just as good as Amfil."

The Amfil XXX Non-Hardening Blue Platen is the very best platen made.

The "Amfil Special" is the best low priced platen on the market.

These platens are sold on their merits and prove every claim we make for them.

AMFIL SERVICE CAN BE MADE AN ASSET IN YOUR BUSINESS

The Ames & Filstead Co.

Producers of Better Platens for Typewriters

CHICAGO 508 S. Dearborn Street — NEW YORK 314 Broadway — BOSTON 161 Devonshire Street — SAN FRANCISCO 58 2nd Street — DENVER 1649 Champa Street

St. Louis Distributing Office: Union Typewriter Exchange, 821 Chestnut Street

Special Representatives for Great Britian: Thrale & Beaumont, Kingsway House, W. C. London

Hand Fastener
Length 6½ inches

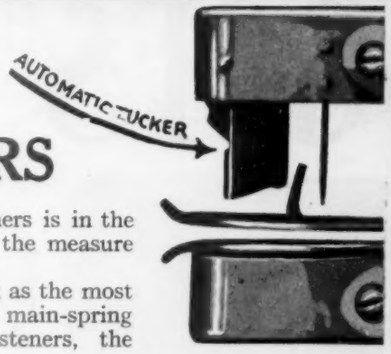
$3.50

Try Them on 10 Days' FREE Trial

Hand Fastener
Height 5½ inches
$3.50

The Improved Hand & Stand

CLIPLESS PAPER FASTENERS



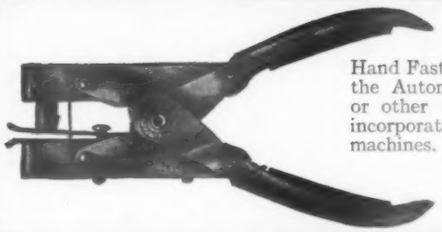
The Longevity of this class of paper fasteners is in the TUCKER. The strength of the TUCKER is the measure of its period and usefulness.

As a chain is no stronger than its weakest link; as the most expensive watch becomes useless when its main-spring snaps, so is it with this class of paper fasteners, the TUCKER is the life of the machine.

The AUTOMATIC TUCKER in the "CLIPLESS" machines is a solid piece o case hardened steel swinging on a pivot, operating automatically with the opening and closing of the machine.

All other machines of this type have spring tuckers, which in time crystallize and break. Both the STAND and HAND IMPROVED "CLIPLESS" Paper Fasteners are equipped with AUTOMATIC TUCKERS. Insist upon this make of machines and accept no others. These are the machines purchased by the discriminating buyers and purchasing agents of the big corporations.

LOOK FOR THE AUTOMATIC TUCKERS. It shows on the *outside*. See arrow cut above.



This is the Old Style Hand Fastener. Has not the Automatic Tucker, or other improvements incorporated in above machines.

Price
$2.50

DEALERS: Place your orders with our jobbers: Tower Mfg. & Novelty Co., New York; Kimpton, Harbottle & Haupt, New York; A. C. McClurg & Co., Chicago; Charles H. Jenkins & Co., 114 Bush Street, San Francisco; J. Levy Bros., New Orleans.

CLIPLESS PAPER FASTENER CO.
NEWTON, IOWA

Sole manufacturers of the "Clipless"

BYRON WESTON
HINGED LINEN RECORD PAPER

Hinged Section is sized and calendered on both sides and can be printed, ruled, written on and erased.

THE hinge in Byron Weston Linen Record Paper for Loose-Leaf Books, which is a patented feature, owned and used exclusively by the Byron Weston Company, is processed into the paper while the sheet is forming. It is the only hinge that provides utmost flexibility with great strength. Note in these illustrations how perfectly the leaves roll back at binder with none of the bulge or spring usually found in ledger papers.

Byron Weston hinged paper comes all ready for the ruler and binder. No after treatment is required.

You Owe This To Your Customers

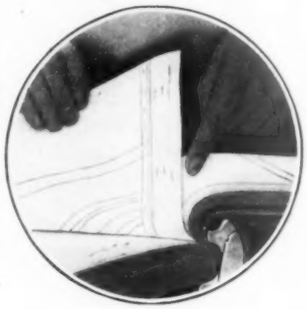
YOU as an experienced stationer know that the vital statistics of a business are represented in the ledgers, record books and loose leaf systems. You know that to record the archives of an industry or an institution on paper of varying quality is to jeopardize their preservation.

That is why you owe it your customers to explain that it costs little more to use the *best* papers than it does second-grade stock. Truthfully you can say that Byron Weston Linen Record paper not only *insures permanency* but its fine writing surface is an actual aid to efficiency.

Erasing knife can be used freely on hinged section and erasures written over, leaving subsequent writings as legible and clear as the first.

See This Wonderful Hinged Paper

Everyone who handles paper should have our free Sample Book U and a sheet of our patented hinge paper with directions for ordering.



Hinged section has 90 per cent of the strength of the body of the sheet. It does not tear as the surface of the paper is not cracked. Full strength of sheet is at binder holes.

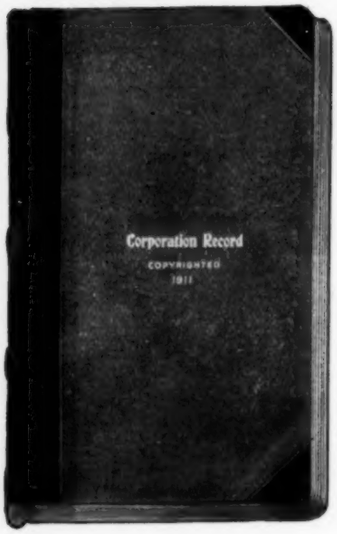
BYRON WESTON COMPANY

DALTON Established 1864 MASS.

"The Paper Valley of the Berkshires"

GOES LITHOGRAPHED STOCK CERTIFICATES AND BOND BLANKS

COMPRISING 166 Styles of Stock Certificates
3 Designs suitable for Merchandise and Gift Certificates
19 Styles of Bond Blanks—
Samples and Prices on Application.



GOES LITHOGRAPHED CALENDAR PADS

for 1913

68 STYLES AND SIZES IN ORIGINAL DESIGNS 68

Send for Catalog and Prices.

GOES Corporation Record

Can be used in any STATE or TERRITORY

THE BEST AND MOST UP-TO-DATE ON THE MARKET—
Get our Prices.

GOES LITHOGRAPHING CO. CHICAGO

WM. F. KROHMER, PREST
ESTABLISHED 1879

Originators and Producers of

The Blanks of Quality

"Used Over 100 Times and Still Making Sharp Copies"

One sheet of Bull Frog Carbon Paper lasts twice as long as ordinary carbon paper, and will make clear, clean impressions as long as the paper holds together. 130 impressions is the average life of a sheet of Bull Frog, 50 to 75 more impressions than the next best carbon paper. You can make 18 manifold copies at one writing.

The reason is, we use imported, feather-weight Crompton paper, as tough and tensile as cloth; we saturate the very fibres of this paper with carbon instead of merely surface-coating; we pay the highest prices for our wax, colors and chemicals; we never vary our formula.

BULL FROG CARBON PAPER

has won its popularity through sheer merit. In the 11 years we have been making it its quality has never changed. So people have learned to depend upon it. You never find users of Bull Frog Carbon shifting to any other brand. Bull Frog Carbon will build up a trade for you that means prestige, pleased patronage, and steady profits.

This label appears on every genuine box of Bull Frog Carbon paper. It stands for UNVARYING quality.

Under Your Own Label

If you desire we will furnish this inimitable carbon paper in your own boxes and under your own labels. Thus you have a tremendous advantage over competition. You can advertise it locally as your own brand, and its superiority will tie your customers so close that no one can take them from you.

Your profits lie in re-orders. Bull Frog brings them, whether under its own label or under yours, for the standard of quality never varies.

Write us for exclusive selling rights on Bull Frog and our other brands of carbons and ribbons. We are carrying on an extensive National Advertising Campaign in System, Iron Age, Modern Methods and other mediums and will refer inquiries to any dealer selling our carbons and ribbons under our own brands.

Have you received any of our unique advertising literature? Write for it.

WE WANT LIVE SALESMEN!

If you want to get out for yourself you can make good money selling Bull Frog Carbon Paper. We pay liberal salary and commission to the right man. Bull Frog always wins in actual test—it's the easiest paper on earth to sell. If you've got ambition and ginger, you can make $30 to $60 per week. Write us for Salesmen's Plan.

The Newton Rotherick Mfg. Co., Dept. F, 36 S. Clinton Street, Chicago

DORNETTE DESKS

Our Latest Sanitary.
(Furnished with or without casters)

Extremely popular with office furniture dealers

Made as fine as the best kiln-dried hardwoods and skilled workmanship can make them.

Write for Catalog

The J. Dornette & Bro. Co.

Cincinnati, Ohio

1913 NEW YORK BUSINESS SHOW

Will be held in the

69TH REGIMENT ARMORY

Same place that housed last month's successful show.

From October 20th—25th, inclusive.

DIAGRAMS are now ready. The choicest spaces are going to the early comers. Get your space now and be in a prominent place at the 1913 New York Show.

ANNUAL BUSINESS SHOW COMPANY

150 NASSAU ST., NEW YORK

Get the Good Trade

THE good trade is what you want. The trade that buys quality merchandise, that pays good prices—that uses big quantities. This is the profitable trade. Go after it. Sell the high class supplies that this trade buys. When it comes to Ledger and Record Books and Loose Leaf Systems, recommend the use of

Brown's Linen Ledger Paper

Brown's Linen Ledger Paper is Uncle Sam's standard. It is preferred by big business interests because it adds to the good appearance and insures the preservation of their Records. It possesses perfect writing and erasing qualities and makes up into books that open flat and smooth. It never turns yellow. Its great strength makes it ideal for loose leaf systems. Because of these special qualities Brown's Linen Ledger Paper is certain to please and satisfy. It will increase your prestige as a quality stationer. It will help you get the profitable trade—the good trade.

Write for Sample Book

We also make all Linen and Bond Papers of the better grades.

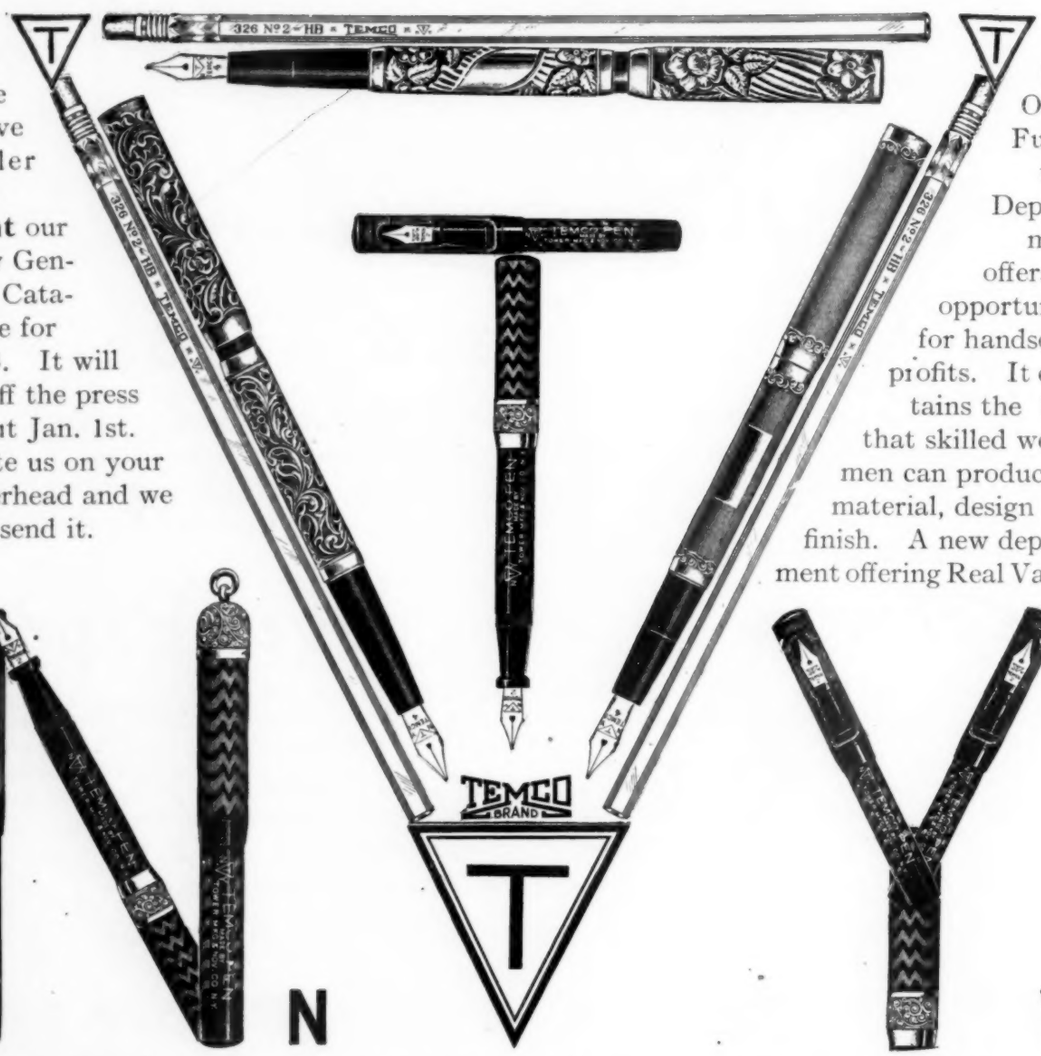
L. L. BROWN PAPER COMPANY ADAMS, BERKSHIRE COUNTY, MASS.
Established 1850

Fac-simile of water-mark which is in each sheet

TRADE MARK REG. IN U. S. PAT. OFF.

THE LARGEST
Distributing and Manufacturing STATIONERS in the WORLD

If you are a live dealer **you want** our New General Catalogue for 1913. It will be off the press about Jan. 1st. Write us on your letterhead and we will send it.



Our Office Furniture Department offers an opportunity for handsome profits. It contains the best that skilled workmen can produce in material, design and finish. A new department offering Real Value.

Our great Buying and Manufacturing Facilities are at your service, it will be to your advantage and profit to give us your trade. ¶ Our New Building has been so arranged as to afford every modern advantage in displaying, packing and shipping with a view of minimizing errors as well as handling orders promptly. Tower service will mean satisfaction.

Tower Manufacturing & Novelty Co.

BROADWAY, PEARL to WORTH ST., NEW YORK, U. S. A.

Office Appliances
The Magazine of Office Equipment
Founded by Geo. H. Patterson

VOLUME XIV — DECEMBER, 1912 — NUMBER 8

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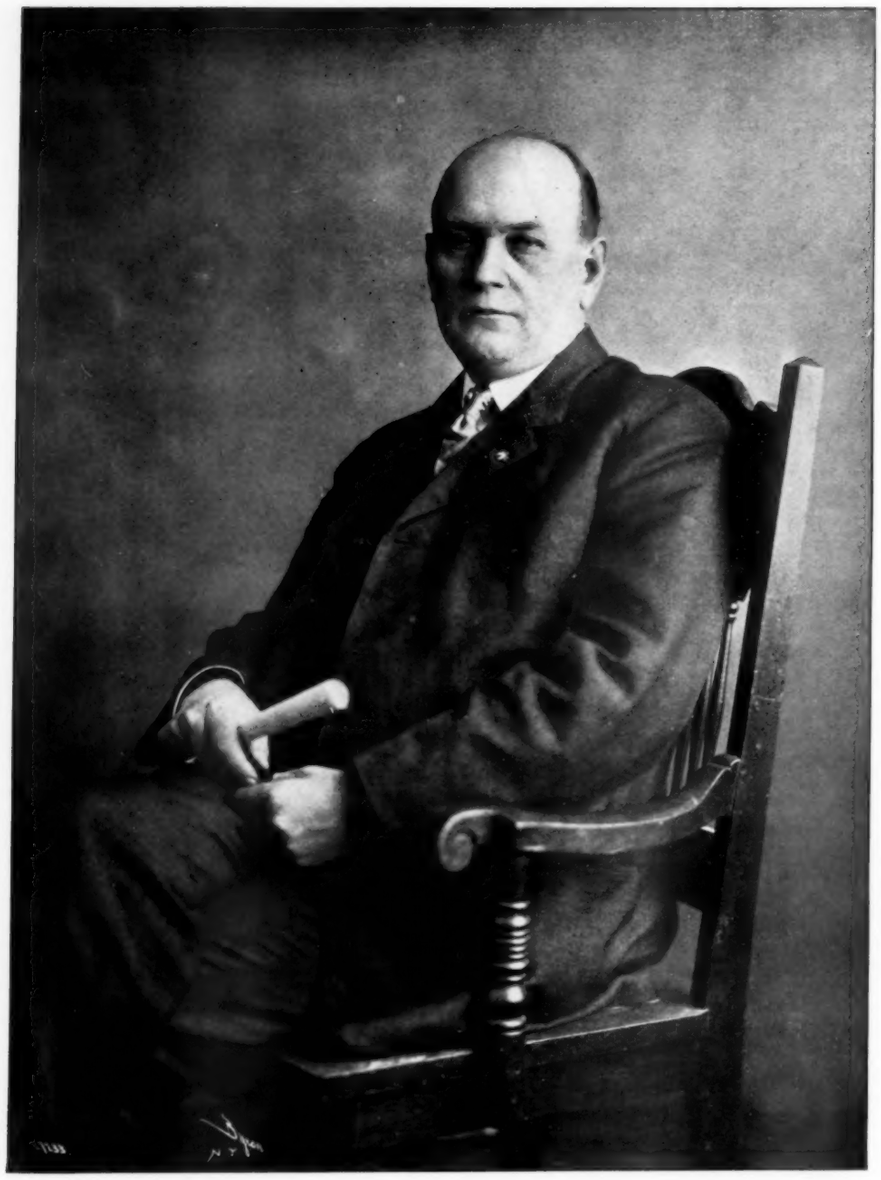

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Page 50.

OFFICE APPLIANCES

THE MAGAZINE OF OFFICE EQUIPMENT

Founded by Geo. H Patterson

A MONTHLY JOURNAL DEVOTED TO THE SERVICE OF MANUFACTURERS, DEALERS, AGENTS AND SALESMEN OF MACHINERY, FURNITURE, DEVICES, STATIONERY AND SUPPLIES OF EVERY NATURE FOR THE MODERN BUSINESS OFFICE ALSO AFFORDING A SOURCE OF PRACTICAL AND VALUABLE INFORMATION FOR PURCHASING AGENTS OF BUSINESS CONCERNS

EVAN JOHNSON, Managing Editor — HOBART W. MARTIN, Associate Editor — W. HERBERT BLAKE, Staff Write

VOLUME XVII — DECEMBER, 1912 — NUMBER 1

THE PUBLISHER'S POINT OF VIEW

Influence of the Recent Elections.

ALL of us, as Americans, politically considered, divide ourselves before election into groups, each believing that those policies agreed upon by the groups to which he allies himself are best adapted to promote the happiness and prosperity of the country as a whole. After the people have spoken, however; when the issues have been put to the ballot and the verdict rendered, we are—or should be—no longer partisan, but citizens devoted to upholding the judgment of the winning electors, upholding the hands and forwarding the policies of those who have been chosen as the representatives of the people.

Years ago it became evident that for members of the minority parties to hold aloof from the winners and make their positions as hard as might be and their promises impossible of fulfillment is not good statecraft. We cut off our noses to spite our faces. The game, "playing politics," has been, we hope, played to a finish, and while there yet remain members of the old crew who will try to balk the efforts of the new administration to make its plans effective, we look to see a better spirit manifest itself in the main —a spirit of friendly criticism where needed, and of co-operation, at least to the extent of not thwarting what appears to have been a manifest intention on the part of a majority of the people. We are committed to a Democratic administration. The officers chosen are in the main good men and true, and able men withal. The president-elect is a man most admirably equipped by character and learning to uphold the standards of the most exalted office the world can give him.

No longer do we hear the familiar slogan of 1876—"To the victors belong the spoils." Always a half-cynical expression, it has become taboo entirely in every modern political discussion. There are no spoils. The list of purely appointive offices that may be traded for and played as stakes in the political game becomes smaller and smaller every year, as the principle of civil service extends itself to all the avenues of government.

We, the people of the United States, are all members of the same organization. We belong to the same union—the union for the advancement of prosperity and the general welfare, and we should see to it that our representatives, no matter from what political division they come, shall put their shoulders to the wheel in earnest to advance the cause of good government, which is good business.

Conditions which confront us now are more encouraging than they have ever been before on the eve of an impending change in the country's administrative policy. We should forget politics now for a season and help the winners to make better things possible. Those whose candidates did not win should remember that the other fellows are just as devoted and patriotic as they and just as much concerned with the future of the country and the establishment of policies under which prosperity may continue and advance.

"The Business Man in Politics."

"THE business man in politics" has been translated from an ideal into an actuality. By the official action of the Chamber of Commerce of the United States, taken a few weeks ago at a banquet at the Congress Hotel, Chicago, the interests of commerce and industry will hereafter be represented on any issue of general importance by advice and counsel given to the nation's leaders, whether in the Presidency or in Congress. The purpose of this advice will be the opposite of that of the old-fashioned lobby. It will not seek to coerce action. It will be advisory. It will reflect the sentiment of business men, of all kinds and in very field, and the accuracy of its representation, not the individual influence of the advisers, will constitute its strength. It will be a referendum of commercial opinion, and not a club.

All of which is moving along the lines of public-spirited interest in political problems which Office Appliances has often urged upon its readers. Much has been said and written, in the recent campaign, of the "divorce" of politics and business. Much has been written truly and needfully. Neither may intermeddle with the other's functions. Yet it would be a dark day for American institutions, as well as for American business, that should see our men of affairs, as such, indifferent to the great questions that press upon us, as a nation, for solution. And just at this moment, when many a too sweeping and undigested proposal is bound to be made to the next Congress, the move on the part of the National Chamber of Commerce is most timely.

The plan, briefly, contemplates a referendum vote of the membership of the organization on any national question involving business interests. The result will guide those who are to present the "business viewpoint" on any issue before Congress. The national body will also issue frequently a confidential bulletin on pending legislative matters. This will provide a means of keeping the membership in touch with proposals affecting their interests, and will afford a natural basis for advisory action, when necessitated. Other information is to be disseminated through the National Chamber of Commerce by a working arrangement to be effected with the various branches of government. Consular and other reports containing facts of importance in the commercial world will be utilized in the preparation of news bulletins for business men.

In the discussion of details at the Congress Hotel meeting in Chicago recently two divergent viewpoints disclosed themselves. One was well represented by Homer H. Johnson, president of the Cleveland Chamber of Commerce, who advocated a certain exclusiveness in membership, on the ground that an organization including only the strongest units, in power and money interests, would naturally be the strongest organization. Mr. Johnson urged a due paying membership, at $100 a year for each member. Only so, he thought, could the necessary concentration and force be given to the proposed action.

The other viewpoint was that of President Cary A. Wheeler of the National Association. His opinion was that exclusiveness would be weakness, rather than strength. "Admit everybody," was his advice. An inclusive organization would acquire a varied and resourceful strength that mere representation of capital in blocks could not assure. He would have the dues low, almost nominal, in fact, when the great benefits to be derived from the association are considered. In support of his view, Mr. Wheeler very sensibly urged the fact that intelligence and commercial generalship are by no means monopolized by large cities or large corporations. The business man of Des Moines, Iowa or Schenectady, N. Y., may supply the peculiar experience and judgment required to solve a particular problem much better than his brother of New York or Chicago. Ulysses S. Grant came from Galena. Napoleon from Corsica. Business success supplies equally forceful examples. The small town has its rights in a National Chamber of Commerce, and it has its value to such an organization. If organized business is to appeal convincingly to a democratic form of government—a Democrat would add, to a Democratic administration—let organized business be truly democratic—with a small "d." The wider the representation of the nation's business, the greater the respect demanded and the deeper the service to be expected.

Office Appliances believes that President Wheeler has the right of it. However, much American business may tend to consolidation and concentration, it can never afford to ignore the voice of the small business man. Size in business is largely relative. It may take as much sheer administrative genius to run a crossroads store—and to keep it running—as to engineer a deal on Wall Street. And the former may be quite as useful to the interests of business as a whole—possibly more so. It is a good omen that the National Chamber of Commerce at its inception should be committing itself to the democratic view of the nation's commerce, and that its chief spokesman and president, whose experience commands just that broad outlook needed for a pioneer task, should lead in that direction.

We may expect great things from the new organization—great things for business—perhaps greater things for legislation and the best interests of the country in general. The battle of the ballots is over, but the opportunity for public service is just opened. The National Chamber of Commerce offers that opportunity—for permanent co-operative effort in behalf of the nation's industry.

A Decision and Its Significance.

AN opinion of wide and deep importance to the whole question of sale and lease of patented devices was handed down this month in the United States Supreme Court. Technically, it was an affirmation of the previous decision of the Federal District Court for Maryland that the Standard Sanitary Manufacturing Company and forty-nine other defendants, constituting the so-called Bathtub Trust, were a combination in restraint of trade and should be dissolved. More broadly, at first sight, the decision appears to affirm the contention that it is illegal for the manufacturer of a patented article to fix a price at which the article must be sold at retail. This would mean a blow struck at any attempt to compel dealers to maintain a fixed price for manufactured commodities, under penalty of having their purchasing orders rejected for violation of this stipulation.

Such a sweeping definition of the decision's effects, however, is not quite justified by the facts. It certainly tends in that direction, and may indeed be the basis for such a later decision, as well as for the already prophesied revival of the Oldfield Patent Bill before the next Congress. Under the present Supreme Court decision, however, the principal objection to price fixing which can be made in an action at law is not merely that of a definite and stable price per se, but rather that such a schedule is made and enforced with the deliberate purpose of monopolizing the business in a particular line. The proof of such monopoly is inferred to be necessarily the refusal by the manufacturer to sell dealers who do not sign the fixed price agreement. For the mere act of concerted selling at a uniform price, it seems certain, under the law as so far interpreted, there can be no penalty in law, as there is certainly no offense in equity.

In short, a manufacturer can continue to fix his prices by agreement, provided he does not attempt to club dealers into line by anything savoring of a boycott. Price fixing, by legal methods, then, appears to be legal. By illegal methods it was never anything but illegal, and no advocate of price maintenance ever seriously attempted to justify such procedure. Rightly seen, therefore, the recent decision, so far from being a deadly blow at stable price conditions, merely defines a little more accurately the rights of the manufacturer in such an action, as well as the limits of those rights. Under this opinion, indeed, the Government may well proceed in prosecution of such cases as were aimed at by the more conservative advocates of the Oldfield Bill, while leaving untouched the great and valuable principle of co-operative selling, as so forcibly defended by many manufacturers at the congressional hearing on that measure.

The court has ruled that there can be no monopoly in the unpatented product of a patented machine without violating the Sherman anti-trust law. License agreements by which manufacturers of 85 per cent of the sanitary enameled ironware in the United States were bound together, were thus declared illegal. These agreements allowed the manufacturers to use a patented sprayer on condition that they abided by an attached price list, would not sell to jobbers who bought from independents, would not sell in certain territory and would not deal in "seconds." Here, again, it is clear that the "boycott" provision was the one which aroused the court's action, and not merely the matter of price fixing. The "patent license agreement" was held by the court to be merely another name for the "pure trust" plan, declared invalid in the Northern Securities case and others.

Edwin P. Grosvenor, special assistant to the Attorney General, who prosecuted the case and argued it in the Supreme Court, in discussing the case said:

"On the argument in the Supreme Court the main reliance of the defendants was the decision in Dick vs. Henry, called the mimeograph case, rendered by the Supreme Court last March. There it was held that the owner of a patent on a mimeograph might compel the purchaser of the patented mimeograph to buy from him—the patentee—all paper and ink to be used on the mimeograph, although of course, the paper and ink were not covered by the patent.

"The decision of today refuses to extend the doctrine of the Dick case to the unpatented product of a patented machine. The defendants in the bathtub case, owning patents on machines used in the manufacture of enameled ware, attempted to fix prices and destroy competition in commerce in the unpatented ware."

It is plain from Attorney Grosvenor's language, as well as from the logic of the decision itself, that the supreme tribunal had no intention of assailing the free right of co-operation within legal limits on the part of the nation's manufacturers. Those who are of opinion that along this line lies great hope of ultimate adjustment of our present economic problems, will rejoice at the discrimination of the honorable justices, and will even venture the hope that their sane and temperate outlook on the problem may tend to diminish the ardor of the more radical forces which drafted the Oldfield bill of last session, so that if passed at the coming Congress, it may be a law to benefit and not to retard the nation's growing commerce.

No sensible manufacturer desires any monopoly in his line which is not naturally won by superior quality and exceptional service. On the other hand, a trade preference so founded and made permanent is as just in theory as it is useful in practice. The price fixing which conduces to good business and better distributing service violates no law, except that of the cave man—and that we may be thankful, is as far as may be from the habit and tendency of modern business ethics.

A New View of Immigration.

BUSINESS men to whom immigration presents a problem of increasing practical importance will be interested in a book just issued from the presses of G. P. Putnam's Sons, entitled "Immigration and Labor," by Dr. Isaac A. Hourwich, an economist of wide standing. The striking thing about his position is the contention, well supported by references, that the opponents of immigration did not arise, as many suppose, with the first beginnings of the movement to this country by the poorer inhabitants of Southern Europe. The same elements in this country which now oppose the coming of the Slav and the Greek, half a century ago saw peril to commerce and industry in the entrance of the North German, the Irishman and the poorer class of English, Scotch and Scandinavian. In short, Dr. Hourwich asserts that the essence of opposition to immigration has ever been, and is today, the old cry of "America for Americans"— a cry which, as someone has humorously shown, would leave the country in exclusive possession of our old friend Lo, the Red Man.

Other fallacies are exploded in this volume by contact with the solid logic of actual fact. The absence of any relationship between immigration and unemployment is seen in the statistical fact that our periods of highest prosperity have been coincident with the years of largest immigration. The average number of days of employment for wage-earners declines steadily as immigration decreases, and vice versa. The author states the cause of this phenomenon thus: "Those economic forces which produce business expansion reduce unemployment and attract immigration," while the advent of a panic discourages the coming of foreign labor.

The fact that native-born workers are disappearing from the mills and factories is paralleled by the fact that they are entering other and more gainful occupations in increasing numbers. Bad housing is very sensibly traced to civic and industrial conditions, rather than to the foreign element in our population. Boston and New York of half a century ago are shown to have had their slums of proportionately equal squalor to those of today. Even the familiar charge that immigration tends to depress the wage-scale—which is labor's sole reason for opposing it—is apparently disproved. From a study of the earnings of more than half a million of mine and factory workers, the Immigration Commission has discovered no evidence that immigrants are working for less than prevailing rates. In the cities of largest foreign populations, in fact, wages are highest, and in those with the largest preponderance of native stock child labor most abounds.

Another interesting fact developed is that the tide of immigration is rapidly turning back to such countries as Germany, Denmark and Sweden. The beginnings of a similar movement are already noticeable in Ireland and Scotland. The Southern Europe problem is thus becoming distinctively the problem of immigration itself. To the business leaders of broad outlook and widely democratic sympathies who have from the first upheld the ideal of America as the home of all races of workers, the sane facts of this volume will come as sound and logical substantiation for their own instinctive convictions. To the opponents of unrestricted immigration it will suggest the opinion that there is another side to the question, which, if not decisive, should at least be heard.

Keeping Our Holidays.

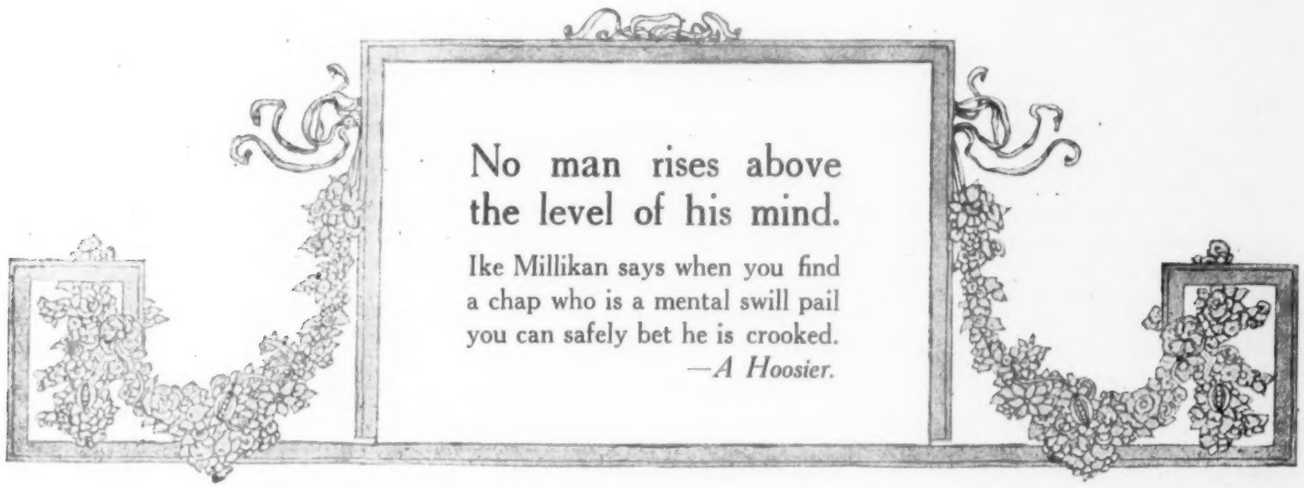
CARTOONISTS are sometimes better preachers than pulpiteers. The writer not long ago saw a cartoon depicting the modern American's idea of the enjoyment of our national and religious or semi-religious days of festivity. The Fourth of July a couple of generations ago was a time of rejoicing —of the revival of patriotic memories—of oratory by the best speakers. People drove a hundred miles to hear Daniel Webster speak on the landing of the Pilgrims. Now-a-days, according to the cartoonist's conception, the Fourth of July is a day when father plays golf all day and little Johnnie blows off his thumb with a cannon cracker, the only man in the community who is really busy being the doctor.

Thanksgiving was once what its name implies—a day devoted to the giving of thanks to our Maker for blessings received—a festival of some solemnity and a feast day, withal. Of late, however, the cartoonist thought, we seem to be going less to church and more to the gridiron, giving thanks particularly if the home eleven wins the big annual game.

To Christmas, however, the great day of all days, the cartoonist drew a gentler scene. We have retained the religious as well as the folk-lore significance of the day. Our children know the same Kris Kringle tales that were told to our ancestors twenty generations ago in the Black Forest. The spirit of giving—of devoting this day, at least, to kindly deeds and good will—among friends as well as for the benefit of the poor and unfortunate—prevails with us today, we believe, in ever larger ratio than heretofore. We are coming to realize the brotherhood of man and with the growing conception of our obligations comes the thought that to give is not a sacrifice but a privilege, for we know, now—the work of the physician has proved it—that evil men and women are evil nearly always because they never had a chance, or had no chance at a time when they needed it most.

Perhaps if on Christmas Day we give our unfortunate neighbor one more chance for a day's comfort and happiness his children may one day return the blessing a million-fold to the commonwealth, and a little of the Christmas spirit, rising in us, may spread over the edges of the other days and return a like blessing to the state.

We pay too high a price for jails because we have stinted our love and charity and understanding.



THEORETICAL SALESMANSHIP

ARTICLE IV.—DESIRABILITY OF BEING WELL-INFORMED, SO THAT PROSPECT MAY BE MET ON COMMON GROUND—ON POINTS OF INFORMATION: HISTORY, POLITICS, SOCIOLOGY, RELIGION, BUSINESS, SCIENCE.—BY O. H. CHAMBERLAIN, JR., DISTRICT SALES MANAGER, AMERICAN MULTIGRAPH SALES COMPANY, CHICAGO, ILLINOIS.

A SALESMANAGER was asked why one of his salesmen was more successful than the others.

He thought a moment and then said:—"Blank is such a well informed man, it doesn't take him and his prospects very long to get on common ground."

The real secret of the success of many successful salesmen has been their large fund of general information.

They could intelligently discuss any subject a prospect might bring up.

When St. Paul said "Be all things to all men," he meant in terms of today:—"Develop your points of contact so you can be on common ground with all men."

* * *

A salesman's progress with a prospective customer is in direct ratio with his power to draw the other to him.

His personal appearance, his power of expression, and his moral qualities all should tend to bring his prospect closer.

His general information is another factor, the importance of which cannot be over-estimated.

Common interests do so much to bring men together. See how it binds them into political parties, partnerships, etc.

In nothing has the salesman of today made more progress than in the acquisition of useful information.

The great changes in selling methods, the general advance in intelligence, the recognition of the importance of salesmanship and the rich prizes to be striven for, are some of the influences operating to produce better informed men.

Every change in salesmanship is for the better and the ignoramus is being rapidly relegated to other activities.

Competition is too keen, if there are no other reasons, to permit a salesman to rise above the level of mediocrity unless he has a knowledge of many things outside of his business.

While this is indeed a day of the specialist, the idea that any man's information should be confined within a narrow range is obsolete.

A man progresses as long as he is able and willing to learn.

* * *

Gladstone was said to have been a vast storehouse of information.

That great statesman's mind was constantly assimilating new information.

Despite the many demands made upon him, his mind was as active in investigations along new lines as that of a little child.

One time a couple of prominent Englishmen tried to put up a joke on him.

They decided to start a discussion at a forthcoming dinner on some subject to which even Mr. Gladstone would undoubtedly be a stranger.

They hit upon the subject of Chinese chess, and on the evening in question were able to induce their host to seat Mr. Gladstone between them.

Their chagrin may be imagined when, after about fifteen minutes' interchange of facts pertaining to Chinese chess, the statesman beamingly said:

"Gentlemen, I perceive you have been reading a recent article by me in the Edinburgh Review on the subject of Chinese chess."

* * *

What's going on in the world we live in ought intensely to interest every one of us.

While no mind will ever corner all the knowledge there is, even of concrete things, yet nevertheless there is a vast amount one may know if he will.

To be well informed makes one a delightful companion—to himself and every one else.

So short a life to live—so much there is to learn!

So many opportunities seeking the man who is informed, but there are so many dodging information which literally seeks them.

What information they get is practically forced upon them.

The greatest thing in this world is man.

The greatest thing in him is his mind.

* * *

It is a pleasure to do business with a man whose keen, active mind has made much information his.

He holds his trade and is always welcome, for he gives more than his goods.

He has more points of contact than his less-informed competitors.

There are many times when a business man likes to discuss things other than a salesman's immediate proposition.

The salesman who can converse intelligently upon subjects in which his customer is interested obviously has a greater "drawing-toward-himself" power than one who can talk naught but merchandise.

* * *

Sometimes a prospect likes to discuss some phase of current events which interests him.

The channels to a knowledge of current events are many and are easily accessible, nor is it necessary to wade through a lot of trash to secure this knowledge, neither need much time be spent in acquiring it.

Spending hours reading everything printed in newspapers is a bad practice.

Discrimination is required. In the headlines of a modern newspaper are the kernels of real news information.

* * *

Information about business should be constantly sought by salesmen.

Business in all its relations is a subject of most vital and general interest.

Great changes are going on in every field of production, transportation and distribution.

Efficiency, economy, better methods, advertising, system, accounting, are a few of the problems of business.

The brightest minds in the world are concentrating on all these problems, and the opportunities for acquiring knowledge about business in all its departments and details, are very great indeed.

Efficiency engineers, cost accountants, systematizers, advertising and selling experts, are all doing a great and useful work.

The business literature of today is a clearing house of information about business.

It is giving to men who have a foundation knowledge acquired from text books and ordinary education, a later, up-to-the-minute knowledge.

Business literature is a great educational force, the importance of which can hardly be over-estimated.

* * *

The minds of business men are so interested in these problems of business that the salesman who can add to their knowledge is always welcome.

Many a man has preferred to deal with a certain salesman because of his knowledge and assistance in business problems.

Many salesmen first learn what some of the specific pressing problems of their prospects are before they ever approach them.

If, from a large store of classified practical knowledge, a salesman can select a solution to his prospective customer's problem, he has secured an advantage that competition cannot meet, for the keynote of every sale is service and he will win most who serves best.

* * *

When that lusty young giant, the automobile industry, was newly born, many doors of opportunity opened.

For whom?

For men who had accumulated knowledge along lines which were necessary to develop the industry.

Electrical and mechanical engineers, salesmen, advertising men, vehicle builders, chemists, metallurgists, designers, found here their life work.

The information which brought success to them was acquired before there was an automobile.

When seeking the knowledge which later was used to such great advantage, they had no idea of the ultimate market in which it would be sold.

* * *

Some years ago there was a young Austrian working around a big St. Louis newspaper plant.

His hunger for information was prodigious.

The newspaper men voted him a nuisance, but tried in vain to snub him.

Their sneers and cold shouldering could not kill his vast curiosity.

Everything seemed to interest him—everything gave him new information.

Probably most of the men who looked down on the uncouth Austrian emigrant failed to achieve success.

But, he, the human interrogation point, went on to one of the most notable successes in the history of American journalism.

The man was Joseph Pulitzer.

* * *

The changing attitude of the world toward salesmanship is giving the salesman better opportunities, but it is also demanding higher standards.

It exacts of him who would succeed an equipment of knowledge far beyond the needs of the old time salesman.

Men are not drawing down the big salaries and commissions which salesmen receive simply on the strength of their good looks.

They are well paid because they sell goods.

They sell goods because of certain qualifications which they have inherited and developed. And—

One of the greatest of these necessary qualifications is to be well informed.

¶ All works of quality must bear a price in proportion to the skill, time and risk attending their invention and manufacture. Those things called dear are, when justly estimated, the cheapest; they are attended with much less profit to the artist than those which everybody calls cheap. Beautiful forms and compositions are not made by chance, nor can they ever in any material be made at small expense. A competition for cheapness and not for excellence of workmanship is the most frequent and certain cause of the rapid decline and entire destruction of arts and manufactures.

—Ruskin.

PROBLEMS OF DISTRIBUTION

Direct Relations with Retail Dealers.— By George B. Spencer*

NOTE.— This is the second of a series of articles by Mr. Spencer on Problems of Distribution, which are now puzzling the majority of American manufacturers. Mr. Spencer writes with authority, because his business is that of solving such problems for manufacturers who employ him to advise them about business building.

(Copyright by the Author.*)

THE advent of large retail establishments—Department Stores and others—in the big cities, created an entirely new problem for manufacturers.

This problem has been successfully solved by comparatively few.

The problem of selling direct to the big retailer is still a very serious bugaboo with many manufacturers.

The manufacturer who decides not to sell to the large retail establishments of the big cities, by so doing, cuts himself out of the privilege of competing for a very large share of this country's trade.

The exact percentage of goods distributed by large retail establishments has not yet been correctly figured.

To be convinced that it is immense, one needs only to go into a large city store and observe the number of customers and then consider the number of such large stores there are in every big city, and that their number is constantly increasing.

Such establishments are entitled to buy direct from manufacturers because their orders are large enough—and frequent enough—to be handled on the most economical basis, even at the very lowest quantity prices.

It is foolish for any manufacturer to ignore this condition because, in so doing, he deceives only himself.

The manufacturer who, because of a fancy that he wishes to be "loyal to the jobber," refuses to sell large retail establishments in big cities, does not deceive the buyers for those retail establishments for a moment.

Such buyers know exactly where to find what they wish to buy—exactly what prices they should pay—and exactly what terms they can make.

They know that if one manufacturer refuses to sell them, a dozen others (more up-to-date) will. These buyers are not, therefore, in the least deceived by a manufacturer who refuses to sell them. They simply ignore him as "a back number" and —his abler competitors get the business.

Neither are jobbers deceived by these conditions. They know perfectly well that it is useless to solicit the trade of large retailers who will not buy from them to any extent because they can buy to much better advantage of manufacturers—in fact, can buy to just as good advantage as the jobbers buy and get just as low prices as they get.

Therefore, no jobber is for a moment deceived into believing that he could sell the large retail distributing establishments, should the manufacturer who supplies him refuse to sell them.

The jobber who says to a manufacturer, "I will not buy from you, if you sell the large retail establishments," is merely "putting up a bluff." If such a "bluff" works, the jobber who works it laughs in his sleeve at the manufacturer who is bluffed.

Therefore, in refusing to sell large retail establishments in the belief that, by so doing, he is "protecting the jobber," the manufacturer succeeds only in deceiving himself and cuts off his own privilege of competing for nearly, if not quite, a third of this country's trade.

Jobbers who do not understand this situation, and refuse to trade with manufacturers who sell direct to the large retailers deceive themselves only. Manufacturers with whom jobbers refuse to trade ignore such jobbers and they are, thereby, cut off from the most up-to-date sources of supply. Fortunately, few jobbers now fail to grasp the situation and the number who do fail to grasp it grows less year by year. Some fail—others see the light and "get in line"—for their own profit.

Comparatively very few manufacturers now refuse to sell large retail establishments in the big cities.

Most manufacturers sell to such establishments but—in so doing, many of them have passed through much tribulation with their jobber customers.

Such tribulation would be unnecessary if sensible effort were made to have the situation thoroughly understood and made clear to all concerned.

If a jobber understands that his manufacturer also solicits the trade of the large retail establishment—and will continue to solicit it, regardless of anything he can say—there will be no further difficulty. The jobber will not continue trying to play "dog in the manger" and keep his manufacturer out of business no jobber can touch.

The large retail establishments do not care whether manufacturers sell jobbers or not.

Jobbers have no part of the big retail establishments' consideration. Such establishments seldom buy from jobbers—and are not in any way, shape or manner interested in their troubles.

The principal injustice worked upon jobbers by manufacturers is in connection with Advertising Appropriations.

Nearly all the manufacturers who advertise concentrate 80 per cent of their expenditure in the big city field, where the benefit goes to the large retail distributors.

These large retail establishments—having built up their own great establishments by advertising—are quick to take advantage of the manufacturers' advertising.

This results in large demand in the cities and comparatively small demand among the jobbers' customers. This is manifestly unjust to the jobber, but far more unjust to the manufacturers' own business because, under such conditions, the manufacturer cannot demand that his goods be pushed by jobbers.

Representatives of such manufacturers frequently go to jobbers and say: "We are advertising. Get in and push our goods."

At one time, such solicitation produced effect.

Today, it is ignored, unless jobbers see that a just portion of the advertising is going into their own field—to customers of their customers. Otherwise, jobbers pay no attention to such solicitation. They know big city advertising doesn't affect their trade to any extent. They know advertising appropriations expended for the most part in big cities will not create trade for them—nor draw from trade they may have.

Therefore, jobbers pay little attention to such advertising.

To have effect upon the jobber, advertising must reach people who buy from the jobbers' customers.

And the manufacturer who would solicit all the trade in this country will equitably divide his advertising appropriation.

Two-thirds of it will be expended in the

jobbers' field—the other third will go into the big city field.

This is only fair and just—considering that jobbers distribute to two-thirds of this country's population (and this the richest two-thirds), while the big city retailers distribute to but a part of the poorer third.

Every manufacturer has a right—an economic right— to solicit the big city retailers' trade but he sees short who ignores the jobbers' trade and its larger (more than double) volume.

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"BOB-TAIL CO-OPERATION."

A strong and sensible article, thus headed, by Gene Starr, is called to our attention by Miss M. B. Christiansen, advertising manager of the Moon Desk Company, Muskegon, Mich., in the columns of "Signs of the Times." Its theme is the kind of furniture dealer who believes in co-operation—perhaps even sheds tears over it—but expects the manufacturer to do all the co-operating. An actual instance is cited in which a dealer's salesman, apparently under instructions, advised the purchase by a well-to-do customer, of a veneered mahogany suite in preference to a solid line, the difference in retail price being $120, on the theory that it was really quite as good as the other in appearance and that the difference between them was "sentimental rather than actual!" On inquiry, it was discovered that the manufacturer's price on the veneered article was $102, and on the solid line $400—thus adding another substantial (but unmentioned) argument to those which the salesman so glibly gave the buyer for the inferior grade.

In short, the dealer had placed his price on the veneered article so near that on the solid goods—thinking the ruse quite safe and profit-sure—that his salesman had really begun to sell the inferior line as one almost superior to the solid suite. As the writer of this article points out, in the long run, this means a handicap on the veneered line, the manufacturer of which had confined his advertising entirely to the trade, as well as a gross injustice to that manufacturer.

It seems that we all, naturally, want the other fellow to co-operate. This vicarious generosity seems a particular virtue of many dealers, according to Mr. Starr. He says:

"The kind of co-operation that many dealers want is a still further lowering of price. It is not 'can your advertising department help me to compile a catalogue?' but 'I made a mistake in ordering two beds when my customer only wanted one—I'm sending you the other one by express, collect'. Never a twinge of conscience about possible damage in reshipping, cost of repairing and finishing in the factory when the goods, sold in good faith, come back."

That, as Mr. Starr well says, is "Bob-Tail Co-operation."

Strength is calm. Strife denotes the divided nature.

Letters from the Boss

VI.—TO A COMPETITOR.

¶ Mr. George T. Douglas, Chicago, Ill., Dec. 11, 1912.

President Douglas-Severance Supply Company, City.

¶ My Dear Mr. Douglas:

¶ Mr. Clayton, of this company, has just shown me your letter to the local trade association, resigning your office as vice president on the score of the increasing demands of your business. As president of that body, it is, of course, my duty to pass upon this matter. I say "duty" because, as I live and dictate this letter, I wish anybody else had the job of handling it. It isn't merely that I know, from old experience, that it's easier to unlimber a sailor's noose than to change a Scotchman's mind, once made up. I always did like to tackle the impossible. The thing strikes deeper than that, and I've got to risk making an enemy of a very good friend and rival for the business to tell how.

¶ You know, and I know, Douglas, that any amount of big business—and I know well enough you're getting your share—wouldn't make you quit the association on this short notice. Whenever a man pleads "business" as a reason for not doing a thing, there's a fat lively chance, at least, that there's another one underneath somewhere that he's too courteous to state. And in this case I'm morally certain I can put my finger on that reason. Your business is growing by leaps and bounds—my own salesmen tell me that, even while they're doing their best, I suppose, to turn some of it the other way. Hasn't it grown so fast and so far that it has quite dwarfed and overshadowed the association in your mind? Isn't it a bit like the fox hunt in which our ancestors used to dally through some mighty valuable hours?—you're so near the quarry you forget the chase—and the fellow hunters?

¶ Now I'm not saying for one minute that you can't get along without us who stick to the association. That all depends on what you mean by "get along." A trade association is no labor union; it can't wield a club, and it couldn't afford to if it could, any more than a union can in the long run. The only weapon a trade association can wield is service, which is a sure-enough boomerang: it always comes back.

¶ Doug, old man, you can get rich without us. You can spread your prestige without us. You can make that business of yours bigger and more profitable—and still not turn a finger to broaden and better the trade itself. It's been done, and it's being done, all around us. But, all said and re-said, is it worth while? Is it worth while for a company executive to chain himself down so absolutely to his own interests that he is quite blind to the interests of others? Going a step further, is it sound and sane, in the long run? The money we make, after all, only registers our increasing ability to satisfy the demands of our customers. That means that we must understand those demands. Well, we are all in the same boat—even if we do seem to be heading different ways sometimes. We're all solving the same problems, at bottom, every day of our lives—particularly those of us who are in the same trade. Isn't it a waste of energy and time and money to solve them every man for himself? And, what is more, isn't it a pretty sure thing that some of us, on that individualistic basis, are solving them wrong? At least, can't we learn from each other's failures?

¶ When I was a boy at school, every last member of my arithmetic class had a different way of doing his percentage problems. Believe me, it made some work for the teacher. One day she had an inspiration. She called us together, and asked each one of us to explain and defend his "system." Then each one of the rest of us proceeded to tell why he thought it wrong. It was a merry occasion, and several of us had to be separated before the afternoon ended. But out of it all we came at last to see which of the dozen or so ways of doing the problem was really the easiest, simplest and surest, as well as quickest. And we all contributed to the result.

¶ That was the first trade association I ever joined, and the lesson of it has stuck by me pretty steadily through a good many years of rough-and tumble business. Civilization is just a cross-section of that arithmetic class, Doug. And business is the process of finding the right—say the best—way of meeting just such individual problems. Instead of figures, we handle flesh and blood human nature, which is more useful and more exciting. And the session after school is the trade association. It takes every man's ideas and mulls them over, and picks out the best, and makes it go. And that's progress—a hard, stiff row to hoe, but all the harder when you go it alone.

¶ Mark Twain says that we're all of us mad individually: it's the mass of men that keeps the units sane. Mark was fond of a joke, but I reckon he struck rock bottom there. If you've got to quit us cold, good-bye and good luck, but think it over. I'm still holding your resignation.

Sincerely yours,

JOHN BROWN.

IN OTHER LANDS

Exclusive Correspondence of "Office Appliances."

London, November 19th, 1912.

WITH all its many troubles the current year bids fair to be one of the very best, if not the very best, ever experienced by our office specialty firms, whether British, American or foreign. The troubles were surely enough. They have included an unparalleled series of strikes of unusual magnitude with all kinds of dislocation in transport and manufacture. Then when strikes were not interfering with communications bad weather supervened and record rainfalls and, for us, immense floods, did widespread damage. At the same time the political position has been very tindery throughout the year.

Latest of all there has been the outbreak of the war in the near East with the serious, although by no means exaggerated, fears that it might spread into a wholesale all-European conflict. Even now Europe does not know for certain where it stands. In our banking arrangements at home here money is too dear to promote speculation and too cheap to be of much use for benefiting trade and with that item your correspondent might conclude his list of troubles of the year although many more upsetting and disturbing points might be mentioned.

Yet with all these things general trade has been very good and special branches as the one this journal is intimately connected with have positively boomed. For one thing we were able to hold this year a business show in London, a thing which proved impossible in 1911. In fact business shows have sprung up all over the country this year and every great city has held a local business exposition. Results have been uniformly good except perhaps in the case of the city of Belfast, which, being the Irish center of opposition to Home Rule, has naturally had scarcely any attention to spare from its political-cum-religious position. Elsewhere, however, the business shows have simply broken all records and as they have in each case been well backed up by plenty of consistent and striking advertising, the number of new and rebuilt typewriters, calculators, duplicators, printers, copiers, cabinets, loose leaf ledgers and filing cabinets that have been forced into consumption makes a gratifying total and no firm has been without its share of good orders. Briefly, it may be said that the English market has now thoroughly wakened up to its needs in connection with up-to-date office supplies and demands the goods with every sign of a big and consuming appetite

Typewriter Houses Prosperous.

Reports from all the leading typewriter and office appliance houses here speak of good trade being done and many refer to the war in the East as having had a stimulating effect upon business rather than otherwise. A fair amount of typewriter advertising is being done on attractive lines, the Monarch making the biggest show in this direction at the present time. Its advertising matter is well designed and carries the big displayed heading of "Better Typewriter Service." It offers a free booklet, "What the Operator Can Do."

It is to be noted that the Monarch company has been compelled to take larger premises for its warehouse and shipping department in London. Mr. Churchill, the manager of the company here, talking of business during the last few months, says that apart from July things have been very good, with August remarkably so. With regard to provincial development the Monarch has converted its Edinburgh agency into a branch office and it has a peculiarly good situation for it in that it occupies the same block of buildings in which the McAdam Commercial Training Institution of Edinburgh is carried on. Interesting notes continue to appear in the daily and weekly press with regard to the machine for writing in Arabic. It is claimed that this language is the most difficult from a mechanical standpoint that has ever been encountered by the writing machine.

The L. C. Smith business continues to expand. A good autumn and winter season is expected after a moderately quiet summer.

Continental Manager S. Wechsler is back in town again after a prolonged continental tour and tells a very attractive story of the Yost business abroad. The company has just had the distinction of securing a testimonial from the literary Queen of Roumania, whose writings under the name of Carmen Sylva are well known.

The Oliver Typewriter Company is putting out some very good advertising and at the present time it has a novel device at work in the corridor trains of the electrified Metropolitan railway of London. The company has installed in the trains a device for automatically directing attention to the leading features of its machine. It takes the form of a panel, or framed picture, but is more than a picture. In the center of the panel is an indicator not unlike the dial of a clock, with a hand and finger to point with. Around the disk are printed in large type a number of telling phrases, emphasizing the more prominent features of the Oliver typewriter, of which a picture is placed on one side and the name of the machine on the other. As the train moves, the "hand" with the pointing finger is seen to move around the dial, now pointing to this and now to another of the strong points claimed for the Oliver typewriter, as described in the letter-press. The design and mechanism are placed in a handsome glazed frame, and the moving picture faces the passengers as they enter and leave the train. A facsimile print in color of this device is shown in the company's showroom windows in Queen Victoria street.

Remington progress is well up to standard and it is announced that the number of totalisers at present serving the Remington Wahl adding and subtracting machine is no less than 347. Remembering for what a short time, comparatively speaking, the machine has been on the market, this is a good record. A further extensive sale is looked forward to amongst Government and banking mercantile houses and the Indian trade is being especially developed.

The Royal Visible claims October as a record month in the history of the company. It is now six years since Mr. H. L. Rose started the Royal in a very small way in this country, since which time the business has increased by leaps and bounds. The machine has now been adopted by some of the largest firms throughout the country with most satisfactory results.

At no time within the last ten or fifteen years has competition between the leading typewriter companies been keener than it is just now. So far as what are known as the "standard machines" are concerned, never before have the different makes been so nearly on a level in regard to the main features and method of operation, and this fact results in the emphasizing of those characteristics which will give individuality to different makes. Apparently the effect of the competition is to increase the amount of business done, and stimulate hesitating buyers.

Roneo, Limited, is now installed at its new address in Holborn in a fine new building adjoining one of London's oldest group of houses. The contrast between the lofty large windows and airy new business building of the Roneo Company and the quaint, low, half-timbered Elizabethan houses next door with their overhanging stories is great. A crowd of newspaper men attended the opening of the new building and showed great interest in the long range of Roneo specialties from pencil sharpeners to dictating machines that were

then shown. The only Roneo specialty not on view was the Roneo service of commercial news for private customers.

The fifth ordinary general meeting of the company took place on October 29th, William T. Smedley, chairman of the company, presiding. He said he could congratulate not only the assembled shareholders but the staff of the company in that they were meeting for the first time in their new premises, 5-11 Holborn. It was satisfactory to note, too, that, although much greater facilities of conducting their business had been thereby provided, that had been accompanied by a considerable reduction in the rent. The figure in the balance-sheet which would interest them most was that of the gross trading profit, which had amounted to $173,675, or an increase of $10,165. After allowing for the various deductions, there remained an available balance of $105,960, or practically the same figure as a year ago. Last year, it was true, they had paid a dividend at the rate of 10 per cent, placing $20,000 to reserve, while this year they were proposing to pay only 5 per cent, but were applying $57,785 to the reserve, and thereby greatly strengthening the position of the company.

They would note, however, that that addition to the various reserves represented a solid amount of 28 cents on each of the ordinary shares, and he thought that, in view of the stronger position secured and the uncertainty of the outlook at the moment, the shareholders would agree with the course proposed by the board. They would be glad to hear, too, that the company was making steady progress. The turnover for the year under review was 1.78 per cent in excess of the previous year, and in considering that they would have to remember that, as the business increased, a great increase in turnover represented a smaller percentage, while it had been achieved in face of the various strikes which had affected the trade of the country.

While the turnover had increased 1.78 per cent, the increase in the profits had amounted to 6.21 per cent, while for the quarter of the current year ending September 30, the worst quarter of the year, other sales had increased 21 per cent, and the profits no less than 220 per cent. They had entered into an agreement with the Art Metal Construction Company of America, manufacturers of steel office fittings, for whom they had been acting as factors, to manufacture conjointly the goods in England, thereby securing, in addition to the factors' profits, 45 per cent of the manufacturing profits, and they had great faith in the future of that business.

He thought the shareholders would support the recommendation of the board in postponing the payment of the dividend recommended in view of the hostilities in the Balkans, as no one knew when other European countries might be involved and a dislocation of credit arise. The payment would be made as soon as possible. The report was unanimously adopted.

Card Indexes Boomed by Insurance Act.

The enormous impetus given to card indexing and vertical filing by the coming into operation of the National Insurance Act has already been commented upon in these columns. Each insurance provisional committee and the permanent authorities taking their places eventually will require to possess a complete list of the whole of the insured persons and deposit contributors within the area of their jurisdiction. What this means in the way of arranging and classifying may be explained by a typical example. Recently the provisional insurance committee for one county in England held its first meeting and the clerk to the council made a statement bearing upon the aspect of the clerical work involved.

For the purposes of administration, he said, a list of insured persons resident in the county would be required by the Insurance Commissioners, and arrangements had been made so that "Approved Societies," that is, the insurance concerns who have been approved by the Government for the purpose of working the act through, should send cards, written up with full particulars of every member, to the insurance committee, and the commissioners would send similar cards in respect of deposit contributors. It would be necessary for these cards, of which the number in this county of Hertford would be 100,000, to be carefully checked, especially with regard to residents on the borders of the county, and to be kept in a card index system, so as to be ready for immediate reference, and it would involve constant revision and considerable correspondence in dealing with removals and deaths. In accordance with the clerk's suggestion, the question of preparing a list of insured persons was referred to the Finance and General Purposes Committee. The adoption by the Insurance Committees of the card index system is a striking testimony to the convenience of this modern method of classifying entries for ready reference.

Every approved society accepting members under the National Insurance Act is allowed nearly a dollar a year for expenses per member, and as there are about 15,000,000 people already insured, it may be taken that a very large amount of this annual income will go out to buy cards and cabinets. Many office appliance firms have made a special thing of catering for these insurance committees and Kenrick and Jefferson, the English agents for the Writerpress, have practically fixed up contracts for such big centers as London, Birmingham, Staffordshire and Worcestershire.

Moore's Modern Methods, with the allied Shaw Walker and Rockwell Wabash concerns, is also doing a tremendous business through their numerous agents. This concern is endeavoring to interest British hotels in the American hotel loose leaf indexing system. It is explained by Mr. F. A. Hunt for the company that the system that is worked in American hotels is simplicity itself, and one that is of infinite use to the hotel. Every guest that is received is entered upon his own loose leaf sheet—a 5 by 8 form is most excellent size. The form is headed with the guest's name and address, then information is recorded as to the bedrooms previously occupied, position that is required, positions that will not be had under any circumstances, whether fire is required, and other necessary information that will conduce to the guest's comfort. The peculiarities of the man, his hobbies, foibles and eccentricities, all as they are gathered are recorded, and last but not least, his financial status. Can checks be taken from him or should his payments be made in the hard cash of the realm, are all questions that can be then easily answered.

One sees a good many Elliott-Fisher billing machines about in the big offices nowadays and their unique features are being increasingly recognized in this country. Many firms have bought the Elliott-Fisher largely because of its capability of making a dozen or more records at one operation.

A business show is being held for the first time in Dublin, Ireland, running from November 18th to 25th. The exhibition is installed in the Rotunda Rink and it follows the usual lines of a big show of all kinds of modern appliances and time and labor-saving devices with the usual addition of interesting competitions embracing shorthand, typewriting, salesmanship and window dressing. The championships competed for will be Irish ones and gold and silver medals and cups will be given.

New Italian Typewriter.

Syllabic typewriting is a notion that from time to time pokes its head up in the newspapers and trade discussions. The latest of the several models has been brought out by an Italian inventor, Mario Schiesari, of Turin. In operating, the typist works from left to right. The types are arranged in groups on sectors, and all the characters arranged in a single vertical row on the keyboard are to be found on a single sector. The number of letters which may be typed at a single time depends upon the number of sectors. If one had fingers enough he could print an entire horizontal row of keys at a single operation. However, ordinarily, an eight-lettered syllable, such as the word "thoughts" represents the maximum extent of a single printing. The printing is not done when the keys are depressed, but when they are released. It is not necessary to strike all the letters of a syllable at the same instant. The keys may be depressed successively. As each key is depressed, it turns the sector until the corresponding character is to be brought up to the printing position. The depressed keys will be held automatically in set position until the last key is released. Then, as all the keys return to normal position, the printing of the entire syllable will be accomplished and the carriage will be moved correspondingly to receive the next syllable of the word. When the last syllable of a word is struck, the space-bar must also be depressed, so as to allow for the space between the words.

There has just been registered here the Lawrence Manufacturing Company with a nominal capital of $100,000. It proposes to manufacture and deal in typewriters and accessories and announces that it is open to acquire any invention relating to the manufacture, improvement, adaptation and repair of such things.

Managing Director Earle of the Monarch, interviewed on his return from his recent European tour, mentioned that his visit to the Balkan countries was interfered with by the outbreak of war, and he did not get as far as Sofia, as he hoped. Roumania is the best market out there for the Monarch. In Austria also he found business interfered with by the war and by fears of what Russia might do should the long prophesied general European outbreak take place. He went all through Italy, visiting all the principal cities—Turin, Rome, Milan, Naples, Florence, Venice, and Bologna. From Italy he crossed through Germany to Copenhagen and back to Vienna. Italy, from a typewriter point of view, as from that of business generally, Mr. Earle de-

clares is one of the coming countries, particularly the northern parts; for there is still a sharp contrast between north and south in regard to business habits and conditions. Milan is really a hustling, business city. It is difficult for the average Englishman or American to believe it, but there is a great deal of business to be done in Italy.

Mr. Earle continued:

"Next to Milan, Padua, which is not heard of very much, perhaps, is a big business town—a better business town than Venice from a typewriter point of view. But it is in Milan, the business metropolis of Italy, that you must go to realize what business in Italy means. Naples has 200,000 more people in it than Milan—800,000 against 600,000—and yet Milan yields four times the typewriter business that is done in Naples. We are anticipating a good business to be done in Sicily as a result of this tour. The Sicilian is, generally speaking, a better man to do business with than the Neapolitan. Shorthand and typewriting schools are beginning to become a feature in the business life of Italy. The typewriter companies do not, as a rule, establish schools of their own, but the dealers run something in the nature of a school for training operators, who are, as in this country and America largely females. The war between Italy and Turkey was practically over, and did not affect business much when I was in Italy. One effect of the settlement and of the way in which the typewriter follows civilization, was seen in the fact that typewriters had already been sold in Tripoli, and some of the typewriter agents whom I saw in Italy were talking of visiting Tripoli this year or early in next. The only typewriter business of any great importance to be done in Rome is with the government in connection with the ministerial offices. We do a fairly good business in Florence, but not very much is to be done at Venice. Bologna on the other hand, is quite a hustling city. Billing and the more advanced technical uses of the typewriter are being taken up rather slowly at present in Italy, but I think the next ten years will see a great change in this respect. The tariff in typewriters going into Italy is a low one—about 30 francs per 100 kilos gross, including packing and case as well as machine. Formerly it was 75 francs per 100 kilos for the machine only, so it comes to pretty much the same thing."

Speaking of other European centers Mr. Earle said:

"In Berlin, and, indeed, throughout Germany competition with the American machines is very keen, and Germany is making great sacrifices to get the typewriter business for its home-made machines. Of course, their machines are sold at a lower price than the American machines. In Denmark, again, German manufacturers are making big efforts to get the business, but have not yet met with a great deal of success. The Danes are a shrewd business people. I returned from Copenhagen to Vienna and from Vienna back home."

The Trade in Paris.

(Taken from La Revue Dactylographique.)

French typewriter houses are beginning to awaken to the wisdom of practical encouragement of stenographers, and especially to the value of the typewriter speed contest as a trade asset. Among them La Compagnie Real has taken the lead by arranging numerous exhibitions of the abilities of M. Legris, the French champion, in rapid writing. Large crowds have followed his demonstrations recently given at the Grand Palais, and plans are again on foot to arrange a meeting between M. Legris and Wiese, the American speed operator, whose achievements have been described already for Office Appliances readers.

A staff writer for La Revue Dactylographique laments the tardiness with which the French typewriter houses have seized this opportunity, and explains, in part, the remarkable progress of the industry in America by the broad-minded generosity with which American typewriter manufacturers and dealers have co-operated in holding and financing these contests. The newer tendency, however, is more hopeful.

* * *

Marseilles has opened a school for saleswomen, on the theory that their efficiency can be vastly improved by special training along the lines of modern business requirements and general vocational culture. A similar institution for salesmen is also being projected. The examinations will consist of actual attempts at sale on real customers, and the victors will receive diplomas and handsome medals, as well as an excellent recommendation for employment. The Paris Journal suggests that the next step be a school for buyers—an idea in which many salesmen will doubtless heartily concur.

* * *

Five Remingtons and three Underwoods won honors at the October contest in fast typewriting under the management of the Stenographic Institute of France. Operators using the Remington took the first four places, the fifth being won by a Japy operator. Auguste-Elias Riquelme of Paris was the winner.

* * *

In the meantime the Oliver and the Remington are likely to be pitted in a dual match. Mlle. Marguerite Daumas, a Marseilles typist of many recent triumphs, who uses the Oliver, has challenged the "boy wonder" of Orleans, 19-year-old Gavrin, whose recent victory on the Remington has made him a factor in speed typewriting in France. The outcome will be eagerly awaited.

* * *

Vocational education received a notable addition in Paris on November 4, when the new School of Arts and Crafts opened its doors. All the courses are thoroughly practical and the institution is receiving the active support of the business interests of the capital.

* * *

Stenography has now proved itself readily teachable to the blind. Recent demonstrations by M. Lejeune, a blind stenographer, who shows suprising dexterity at the keys, both at the Orleans contests and in Paris, are a revelation of new possibilities. M. Lejeune is only 25 years old and has been blind since early childhood. He has been studying shorthand and typing only three months, and already has shown himself capable of extraordinary speed, accuracy and endurance.

* * *

A directory of patent applications which have been refused in various civilized countries has been compiled by the firm of J. Gevers & Company of Antwerp, Belgium, and is proving very useful to inventors and merchandisers of new inventions.

* * *

The Smith Premier branch in Paris has just negotiated a sale of a number of machines to the French Ministry of Commerce and also for the equipment of several diplomatic offices here.

M. Ledoux, Adler representative here, has resigned, having been succeeded by M. Despecher, who has had a wide typewriter experience in both England and the United States. The new No. 19 model of the Adler provides for the typing of 138 symbols, including those in daily use by mathematicians, chemists and natural scientists.

* * *

M. Didier-Massé, professor of stenography at Montpellier, has been appointed manager of the Remington branch at Toulouse.

* * *

M. L. Shoenfeld is now French manager for the Dictograph, whose mechanism was recently described in this magazine.

New Branch of Horii & Company.

As a result of the recent extension of the "Horii" Copy Printer throughout Corea and Northern China, Horii & Company, Tokyo, Japan, its manufacturers, have recently set up a branch at 3 cho-me, Minamidaimondori, Seoul, Corea, in addition to their Shanghai office at 68 Kangton-lu. This company is very desirous of importing the materials of carbon papers from America, and is seeking communication with American houses with this end in view.

New Mexican Office Appliance Firm.

Wiechers & Gomez, P. O. Box 32, Leon, Gto., Republic of Mexico, merchants in hardware, stationery and kindred lines, have recently added to their lines a department of typewriters, office furniture and similar appliances, with the aim of increasing the prestige and serviceability of their house. Eventually they may include the whole of the office appliance field in the scope of their plans, as the demand among business men in Mexico for up-to-date appliances is increasing and the opportunity for successful exploitation of this branch of merchandising is very great.

Cheaper to Send Samples Via Europe.

The New York Board of Trade and Transportation has appointed a special committee to investigate the provisions of the new parcels post law, especially as they apply to the mailing of samples of merchandise. The discrimination in rates on samples mailed from European concerns and those sent in the domestic mails is to be taken up, says Printers' Ink.

Albert Plaut, of Lehn & Fink, New York, says that through experience he has found it economical to pack samples in this city, affix foreign postage stamps and then ship them in bulk to some city in Europe, where they are mailed to business concerns in this country. A sample package bearing a foreign postage stamp, said Mr. Plaut, attracted more attention than one bearing a United States stamp.

To endure difficulty is not to surrender to it. The one transforms an enemy into an ally—the other merely magnifies the obstacle.

Japs Shy of Adding Machines.

Very few adding machines have been imported into Japan, writes W. J. Toms of Kobe, who has observed only one in his extensive travels through that country. This was at a watchmaker's, where it had been taken for repair, but sad to relate, the watchmaker could do nothing with it.

Like the Chinese, the Mikado's subjects for centuries have done their arithmetic with the "Abacus," a sort of primitive adding machine once much favored by teachers of elementary mathematics. Japanese bank clerks are swift and skillful in manipulating them, and even the foreign establishments follow native tradition as yet.

Signs are rife, however, that before many months the adding machine will find a ready market in Kobe and Tokyo. Mr. Toms suggests, in this connection, that every care be taken to circulate in such a manner that the letters may appear to be specially written for each addressee. The rising cost of living alone, he believes, will create a necessary market for an invention which will cut down the constantly increasing expense for office maintenance.

A year's canvass should show results in the foreign houses. In approaching the natives only a low price can be counted on as a compelling sales argument.

A Call From Far Manchuria.

A Manchurian business man has written to an American consul asking for catalogues and price lists of American typewriters, adding machines, addressers and duplicators. At present he is paying European houses 10 per cent with the order and the balance against documents at a Manchurian bank.

Firms in Norway, a Latin-American country and a Mediterranean country, have asked their respective United States consuls for direction to American manufacturers supplying roll-top desks, basket furniture, chairs, bookcases, cradles and typewriter desks. In the Norway instance a visit to the brightly furnished consulate office suggested the inquiry. Another foreign firm has complained to the representative of this nation of delay in American shipments of office furniture, asserting also that poor packing is losing millions of dollars of American trade in favor of inferior goods sold by other nations.

DOUKHOBORS USE BURROUGHS.

The Doukhobors, a religious sect which immigrated to Canada from Russia in 1898 because of persecutions, are a peculiar people in many ways. To kill an animal for food or clothing they consider equivalent to the sin of murder. But they are good business men. For instance, they buy all their farm implements and supplies in wholesale lots to get the most advantageous prices. Their trading store at Verigin, Saskatchewan, handles its accounts in an up-to-date manner, using a Burroughs bookkeeping machine and other modern office appliances.

OFFICE APPLIANCES IN AUSTRIA

Views of a Traveler—By Miss L. Reid.

I have just had a long conversation with one of the chiefs of a large German house, who was making one of those annual rounds, in the territory in which his company was interested, with a view to general organization, and to observe any new conditions which might have sprung up since his last visit. These visits, which seem to be taken as a matter of course by large German firms, are of great importance to trade, more especially as the task is usually entrusted to one of the heads of the firm, a far-seeing man, who will consider matters from a large point of view, and not allow any small details to spoil the picture of the whole. Herrn Ernst St. Blanquart, Director of the Stoewer Company of Stettin, gave the impression of one of these captains of industry, who would not be blinded to large consideration by the consideration of small immediate profits, but of a large-minded, strong-minded business man who knew just what information was required and how to obtain it.

He had just come through from Karlsbad, where he had been staying for a short time, on pleasure bent. He was making a number of rounds, the centers of which were Vienna, Budapesth and Prag. He expressed himself as pleased on the whole with the progress made by the trade during the last year or two in this country, although he said that it was astonishing how backward some of the large firms were in adopting labor saving appliances, and this often where it could be least expected. He said that recently on entering the premises of a large business firm in Vienna, he found everyone opening envelopes by hand, writing letters with steel pens, just as in the days of his grandfather. "You will seldom find such a state of affairs, in Germany," he went on, "and very rarely indeed in the North * * * but it exists all the same." Director Blanquart then went on to speak of the difficulties of doing business in this country and in Hungary, "because of the system of credit which obtained here. This complicates things so much," he said. "The Austrian and Hungarian business man expects such long terms, and after the time has run out he wants the credit prolonged—often indefinitely. Not that he cannot pay cash," continued the director, "but it appears to be an instinct with some of the firms to put off paying ready cash as long as possible."

The Installment System.

He then went on to speak of the evils of the rate system, which prevails so largely in Germany and in Austria. "It is a curious thing," said the director, "that sex plays a large role in the system. If a woman buys a typewriter from us on the installment plan we are almost certain that when the time comes for finding the money for the rate which is due that we shall get the money. With a man this is different. He forks out cheerfully enough for the first month or two, then the machine has lost its novelty—very often he has embraced some other form of business where a machine is not required, and does not wish to complete payments. Thus we supply a machine on rates to a woman much more readily than to a man."

A New Traveling Machine.

Director Blanquart is putting a new traveling machine on the market this autumn and he expects to have considerable success in this country with the innovation. "It is not a plaything," he said emphatically; "that has been the difficulty with so many of the small machines." The machine weighs 3 kilograms and costs $70. It is built on the same principle as the large Stoewer machines, which are not unlike the Underwood in make. The small levers of this traveling machine are very strong and it is believed that a good amount of work will be done by the machine before it wears out. It is somewhat more cumbrous than the folding machines, but as the director pointed out again a type-machine is not a plaything, and some of the manufacturers would do well to bear this in mind, and to refrain from making models which are not built for wear and tear. The smallest type-machine which is of any practical use should be built for at least 7 years of hard wear and traveling. Other machines that are not got out on this plan, only throw discredit on the trade as a whole.

The Balkans.

Director Blanquart said that he frequently traveled the Balkans, in former years even more often than in recent years.

"The business throughout those lands is greatly spoilt by political embroilments," said the director. "Naturally trade cannot flourish when war is expected every day, and it is seldom that there is not trouble of some sort in those countries," he continued. "But in spite of the state of affairs down in that part of Europe, the enterprise and business faculty of the peoples down there is astonishing. They are very quick to accept every novelty, and show great interest in every thing that is new. There is something fresh in their outlook, a want of the trammels of custom that is found elsewhere in Europe and prevents people from investing money in a new appliance * * * there should be an excellent market as soon as there is more political stability, and when financial matters are more settled down there."

Work is often a panacea for the blues, but the best work is that which is done with a whole heart.

THE VISIGRAPH TYPEWRITER

A New Machine in the Typewriter Field.

There are two paramount reasons for the use of the typewriter. One is the legibility of its writing and the other and more important is its speed of production.

Legibility depends upon the clearness of the written characters and alignment. The speed called for in modern business is that which will deliver the largest number of written sheets within a given time and with the least effort on the part of the operator.

The Visigraph, the latest addition to the typewriter field, was designed to fulfill these two main objects of a typewriter in larger and fuller measure if possible than heretofore. The work of the Visigraph is said to be of the best quality with a minimum of expenditure of effort on the part of the operator.

The Visigraph is the invention of Chas. Spiro and as the name implies is a front stroke typewriter with its writing in sight and remaining so.

It is claimed by the manufacturers, The Visigraph Typewriter Company of New York, that the machine embodies all that is best in typewriter essentials, conveniences for rapid production and durability and is of most accurate design and construction.

The Visigraph is all that could be desired in appearance and is refined in construction by modern processes to the point where it is said to meet all the requirements for speed, fine writing, light action, simplicity, handiness of control and durability.

The Visigraph writes 84 characters and is furnished with any of the current styles of typewriter type. It also embodies the leading features of standard typewriters of today.

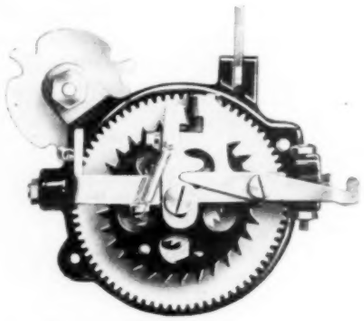
The Columnator is a part of the machine. The Decimal Tabulator is only furnished on order at the additional cost of twenty dollars. One of the striking features of the Visigraph is its interchangeable carriage ranging from 10 inches to 27 inches. The 10-inch carriage is furnished with the machine unless a different size is ordered.

The change from one carriage to another is accomplished in a few seconds and the construction and arrangement are such that the same rigidity is secured as in the machine without this feature. The platen is also interchangeable.

The dominant quality claimed for the Visigraph is its dependability. It is claimed that it can be depended upon to yield writing in true alignment, of even impression at highest speed and with a minimum of fatigue to the operator. A detailed description of the important points in construction follows:

Features of the Visigraph.

Two features claimed for the Visigraph are its pleasing touch and responsive action, and the smoothness of its operation, whereby noise is materially reduced.



PART OF VISIGRAPH MECHANISM.

An important feature of the Visigraph is the even depression of its keys, effecting an even impression in its writing. The Visigraph is equipped with the standard keyboard, but the manufacturers are prepared to arrange special keyboards to suit, and can furnish characters for every language, billing, commercial, technical or general work and in any combination desired.

The ribbon on the Visigraph reverses automatically at each end and the operator is saved any care of it until the ribbon is worn out. The spools unlatch on lifting them from their shafts and fresh spools will latch on automatically by merely slipping them on to the shafts.

The back space lever is made a lever to avoid confusion with letter keys, especially in touch writing.

The alignment of the Visigraph rests on a solid foundation for durability in this important particular. Not only are the type-bar bearings in this machine wide, but they are adjustable for wear, so that after long and severe use, even of many years, their original condition, it is claimed, may be restored by the adjustable provision in each bearing.

The type-bar bearings of the Visigraph are provided with truncated cone pivots of hardened steel, fitted into coincident sockets, so that dust cannot enter. This is an important factor, because the bearings are directly underneath the writing, in position to catch all erasure dust.

The Visigraph has, it is said, extraordinary manifolding capabilities, owing to its unimpaired action and the forceful leverage acting upon the type-bars.

The bi-chrome lever on the Visigraph can be located on the key-board more readily than a key, because its conformation being different from a key, there can be no mistaking a letter-key for the bi-chrome key.

The Visigraph possesses extraordinary speed, and it is claimed that it will respond to the most rapid operation and yield perfect work, without the use of so-called "speed dogs." Its escapement operates in one-tenth the travel of a type-bar, and is so adjusted that it releases when the type-bar is close to the platen, which, in combination with its smooth running qualities, accounts for the high speed of the machine.

One of the tabular stops may be set for a long or a short paragraph, and other stops for secondary paragraphs or indents, thus insuring economy of time and effort.

A special feature of the Visigraph is the shifting of its ribbon spools with the shifting of the platen for capitals, which maintains the ribbon in a straight line with the ribbon carrier under all conditions.

On the Visigraph the margin and tabulator stops are adjacent to the paper-table, which is provided with a scale so they may be set by reference to that scale before inserting the paper, or, which is more common, one may insert the paper and place the stops without reference to any scale.

Another of the very desirable conveniences and economies of the Visigraph is its removable platen, which may be instantly detached and a new or harder platen for manifolding substituted, enabling the operator, by means of a quick change to the right hardness of platen, to do better manifolding.

THE VISIGRAPH TYPEWRITER.

The line finder of the Visigraph is provided with an extension which holds cards or envelopes against the platen in proper conformation for a good imprint. This makes it unnecessary to bring the side-rolls into use for such work.

The bi-chrome switch also controls the ribbon movement for stencil cutting. When the switch is set at the center stop, the ribbon will not move, thus allowing the cutting of stencils.

The line spacer lever is adjacent to the key-board and in the handiest position for returning the carriage and spacing between lines. These two operations are made simultaneously by the one movement. The line space gauge allows the instant setting for 1, 2 or 3 spaces, or for writing on ruled lines.

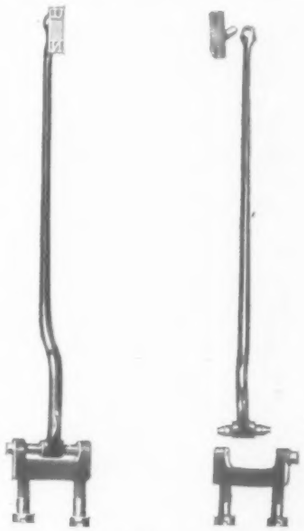
The paper feed of the Visigraph is simple and accurate. It consists of a series of rolls contained in one holder, which is centrally pivoted so that each roll is tensioned against the platen with equal force, and will feed one or many sheets of paper with equal facility and certainty.

The key-board lock on this machine is positive and will lock at any point set for by the right margin stop, after a warning of five spaces by the bell; and is unlocked by the M.R key. The M.R key likewise allows the placement of the carriage outside of the left margin, wherever set, for marginal notes, without disturbing the setting of the stop for subsequent lines.

The type lie in the most convenient position for brushing, while the removable carriage and removable platen enable the operator to reach all parts of the machine with facility.

The paper may be instantly released from the feed by pressing the paper table forward, thus allowing the ready withdrawal of the paper from the carriage. For reinsertions, the paper release lever is depressed. This holds the paper feed rolls away from the paper, thus allowing it to be adjusted by reference to the line finder, at any point desired.

Taken as a whole the Visigraph is indeed an addition to its field and will undoubtedly rapidly meet with the favor it deserves through its careful construction, finished appearance, versatility and general dependability. Any further information desired will be furnished by the manufacturers, The Visigraph Typewriter Company, New York, U. S. A.



VISIGRAPH TYPE-BAR CONSTRUCTION.

LA COMPAGNIE REAL DOING WELL WITH CORONA.

American manufacturers and deaiers have a reputation for placing their products where they will do the most good, but we have yet to find a concern more successful in this line than La Compagnie Real of Paris. They represent the Standard Typewriter Company in France, and if the French people don't know all about the Corona typewriter it will not be the fault of Compagnie Real. Their last achievement was the sale of a lot of ten Coronas to the Grands Magasins du Louvre and another to the Bon Marche.

Work—not the satisfaction of success—is the business of life. To achieve is more than to win, for victory is an incident, and not the measure of service.

CONVENTION DATE IS CHANGED.

The date of the next convention of the International Stamp Manufacturers' Association has been changed from June 17-20 to June 24-28, at Minneapolis. The change is a courtesy to the Hotel Radisson in that city, which already had another convention booked at the preceding date.

WINDOW REPRESENTS MODEL OFFICE.

A show window of more than usual interest was recently put in by L. Hummell's Sons of Pottsville, Pa. It was arranged by Conrad Orenford, the company's decorator, and displayed the Globe-Wernicke filing cabinets and other furniture so as to represent the layout of a model office. Office Appliances takes pleasure in showing on this page a cut from a photograph of this display. We are indebted for this picture to the Globe-Wernicke Company of Cincinnati, who published it in their house organ, "Doings."

The arrangement is such that one does not get the impression of a window display, but appears to be looking right into an actual office whose occupant has stepped out but will be back in a moment. The impression given is of something alive—of a room just ready for the returning manager to take up the thread of the work where he dropped it.

This window attracted a great deal of attention and favorable comment from the people of Pottsville.

L. Hummell's Sons are among those furniture dealers who are waking up to their opportunities and appealing to the buyer from the decorative standpoint instead of entirely from the standpoint of system. Most of us prefer to have our offices as inviting as possible, so as to make a favorable impression on our clients. To perform this and at the same time to accomplish the necessary degree of system is a feat which is worth the thought and attention of everyone who deals in office furniture.

Advertising puts into words what business puts into deeds.—The Business Journal.

RECENT STRIKING WINDOW DISPLAY OF L. HUMMELL'S SONS AT POTTSVILLE, PA.

K. M. TURNER—WHO HE IS.

Some Facts About the Inventor of the Dictograph Machine

K. M. TURNER, inventor of the Dictograph, is a farmer's boy. Around the time that Patrick Henry was making things hot with his oratory for the Tories of the Virginia House of Burgesses and throwing the purple shadow over the prestige of King George in the Old Dominion, the ancestors of Turner picked up stakes in their old Virginia home and migrated west in the wake of Daniel Boone.

The little caravan halted at a point in the forest near what is now Terre Haute, Indiana, and there made a clearing, which they proceeded to cultivate. The father of the inventor was "Parson Jim" Turner, a regularly ordained Baptist minister, who when not tending the farm, performed for his neighbors all those friendly offices which in frontier times so endeared the rural dominie to his flock. He preached on Sundays in the meeting house, baptised the babies, ministered to the sick, read the last rites over the dead, sympathized with the widow and orphan, aided the distressed and married the young folks—all without pay—and by way of good measure threw in his blessing and good wishes. Young Turner was brought up like other farm boys who got their first discipline tilling the soil, splitting rails for fences, milking cows, seeing after the pigs and poultry, and doing such commonplace chores 'round about the old place as were needed.

When he grew up, his reputation as a champion corn seeder had spread for many miles about and when not engaged on his father's farm, his services were in widespread demand at twenty-five cents a day. In his trips to Terre Haute with the surplus produce of the farm, he began to dream of more interesting things than seeding corn and soon had a job in the local office of the railroad that ran to St. Louis and Kansas City by way of Chicago. His aptitude for the work won him quick recognition and promotion and in a few years he was the superintendent of the road. As such he directed the transportation of thousands of colonists from Ohio and Indiana to the prairie country of Kansas.

This did not long satisfy his ambition and he moved East. He had a natural bent for mechanics and electricity and believing that he could achieve something useful and worth the while in that fruitful field, applied himself to its technical study.

His success in this line encouraged him to undertake the invention of a device that would save business men unnecessary steps in transmitting orders to subordinates. With the development of "Big Business" the demand for something that would enable the high-priced man to sit in his office and conserve his time by communicating directly and expeditiously with department heads became everywhere insistent. Turner applied himself to supplying this need and developed the Dictograph, a full description of which is found elsewhere in this issue of Office Appliances.

The instrument is now being used by most of the government departments at Washington and by the largest banks and commercial institutions, corporations, etc., in the United States.

The Detective Dictograph about which so much has been heard during the last year is an adaptation to detective uses of the striking facility of the commercial instrument in picking up the voice under every conceivable condition, clarifying it and transmitting it to the other end in a wonderfully natural tone.

Mr. Turner's latest invention is an electric stethoscope, by aid of which the physician is able to detect the most minute inequality in a heart beat.

Mr. Turner has in embryo a number of other important inventions on which he is working, which he hopes will, when perfected, prove highly useful to the world and add to the efficiency and capacity for service of his fellow men.

BATES EXHIBIT AT BIG SHOW.

An elaborate display of numbering machines by the Bates Manufacturing Company of Orange, N. J., was a feature of the Electrical Show held in the Mechanics' Building, Boston, Mass., from Sept. 28 to Oct. 26, inclusive. In addition to its own line, the company exhibited a large collection of old types of machine gathered together both in this country and in Europe. The visitors at the show thus had an excellent opportunity to compare modern methods with those in vogue in ancient times. Several of the old machines weigh four pounds, as compared with five ounces for up-to-date devices doing the same work. Boston stationers all made special window displays during the show, featuring the Bates line of machines. F. A. Burnham, Jr., sales manager of the company, was in charge of the exhibit.

RONEO'S NEW GOTHAM HOME.

The Roneo Company of New York City, makers of the well-known "Roneo" office appliances, have followed the lead of the "Roneo" European organization by leasing an entire building at 117-119 Leonard street, New York, which will be devoted entirely to "Roneo" interests. A full description of the building, with a photograph, will appear in an early issue of Office Appliances.

The Inner Circle of the Great Order of Office Appliances

¶Don A. Cawthra, president of the Sterling Desk Company, manufacturers of Sterling school and office desks, is a veteran of the Spanish-American war, having served directly after leaving college. At the close of hostilities, he became a De Luxe book salesman and subsequently rose to a sales managership in that interesting field. Cawthra is a man of fine appearance, with a winning personality, and his success with the De Luxe line was little short of phenomenal. He preferred, however, eventually to enter a wider merchandising field, and relinquished a good income to enter the furniture business, in which his first job paid him the extravagant salary of $3.50 a week. His rise since that time has been rapid and constant. In his leisure hours he is deeply interested in applied psychology, and while a business man in every sense of the word his interests and appreciations are as broad as life itself.

* * *

¶George F. Stevens, secretary of the Moon Desk Company, before entering the furniture business, was in the wholesale produce line for a number of years. Before that he had been a bookkeeper and an expertly good one. His first experience in the furniture field was with a manufacturer of school goods. For the last twelve years he has been manager of the Moon Desk Company, makers of the popular Moon desks. Stevens is a man of high ideals, and is deeply and practically interested in religious and educational work. He is an exceptionally efficient office manager.

* * *

¶ William Dwight Judd, president of the Carew Manufacturing Company and treasurer of the Hampshire Paper Company of South Hadley Falls, Mass., is still a young man in the early forties. He was "raised" in the paper business and knows its every turn and angle. In his leisure moments Mr. Judd plays golf—and those who have been in contests with him testify that he puts up a stiff game. He is also an automobilist, enjoying to the full, indeed, all those outdoor pastimes which promote health and efficiency.

* * *

¶ W. S. Hobson of Taylor, Taylor & Hobson, Ltd., Leicester, England, is a new, but none the less worthy entrant into the inner circle. His firm has just taken up the manufacture of an office machine in addition to the manufacture of high grade photographic lenses. Mr. Hobson, indeed, is one of the famous men of the world in the field of photographic optics.

* * *

¶Count Mannerheim of O. Y. Systema, A. B., formerly Count Mannerheim's Kontor, at Helsingfors, Finland, began his active business career when more than fifty years of age. He is now seventy-eight years old, and is still active and vigorous, retaining the management of a large and prosperous business which he has built up during the last twenty-five years. An interesting account of the business career of this remarkable man will appear in our January issue.

* * *

¶Oscar Wachtel of Frankfort-on-the-Main, Germany, who is now in this country on one of his annual business trips, is a native of Pennsylvania. His parents were born in Germany, came to this country when the oil business was at its height, and returned to the Fatherland when Oscar was quite young. They made money in their business and their sons inherited the business talent of their father. Oscar Wachtel, besides being at the head of a prosperous business, is one of the best known men in his line in Europe. He speaks German, English, French and several other continental languages with ease and fluency. He is a delightful companion and a keen observer of men and events.

* * *

¶John Whitworth, Superintendent of the Oliver typewriter factory at Woodstock, Ill., is one of the notable figures in efficient factory management. He has worked out a system of wonderful efficiency in which friction is reduced to the minimum. He is beloved of all the employes, in whose welfare he takes a keen personal interest. The factory is his hobby. Incidentally he enjoys the automobile.

NEW MACHINES AND DEVICES

Some of the New Inventions Which are of Interest to Dealers in and Users of Office Equipment

The Houston Fountain Pen.

Every year brings new improvements in the trim and economical mechanism of the fountain pen, but the story of the beginnings of the Houston Pen, made by the Houston Pen Company of Sioux City, Ia., reads with somewhat exceptional interest. W. A. Houston, president of the company, while representing a prominent stationery line some years ago, ran across a customer who made a rather unique objection to the fountain pen. He was a teacher of penmanship, and he declared he had never seen anyone who could write as well with a fountain pen as with a tapered holder, properly balanced. He added that all card writers and most professional men stick to the old style pen. The speed gained by the fountain pen he commended, but said that a new principle of construction was required. A perfect balance, a regular and even flow of ink, ability to write at the first touch and a new and safer way of carrying the pen were the prerequisites he named.

The Houston pen is Mr. Houston's reply to the professor's criticism. With a patented feed, which is said to prevent dropping, and the ability to write instantly without shaking, he conquered two objections against some of the fountain pens on the market. A corrugated reservoir is said to eliminate the possibility of too fast feeding. The surplus ink taken into the reservoir automatically closes the feed channel until the surplus is used. A safety gold chain is devised to keep the balance true and to attach easily to the clothing. The result is a useful pen which is made in many varied and attractive styles.

New Oil Dropper.

Often an old idea can be revamped and made extremely useful. Such is the case with the Old South Oil Dropper now being made by the Thorp & Martin Company. Thorp & Martin Company's Old South Oil has been known for fifteen years as pure mineral oil and its present popularity is bound to be increased by the new container with the dropper.

Its simplicity is one of its chief values; nothing more nor less than a piece of coppered wire driven into the cork so as to project to the bottom of the bottle. The end is flattened in such a way as to retain several drops of oil. As soon as the cork is removed and the dropper applied directly to the spot to be lubricated, the drops of oil are drawn off by capillary attraction.

Ensign Electric Calculating Machine.

"Make Electricity Do Your Thinking" is the inviting caption over literature recently sent out by Hardenbergh & Eddy Company, 261 Broadway, New York City, selling agents for the Ensign Electric Calculating Machine. The Ensign is entirely automatic, apart of course from the necessary key-depression. It multiplies, divides and subtracts with remarkable speed, due to the light key action and its instantaneous operation. It also claims to be one of the fastest adding machines on the market, and the accuracy of its work is assured by the fact that proof of all calculation is shown automatically, and the customer may thus himself test its efficiency as long as he likes before paying the purchase price. It is said that the Result Meter and the Proof Meter make errors absolutely preventable. An expert is not required to operate the Ensign; any clerk may take hold of it, it is said, and master its simple mechanism in a very short time.

"Franconia," a New German Sealer.

A new sealing and mailing machine—the Franconia, by name—is being marketed by the German firm, G. m. b. H., Hoerde of Berlin. It is solidly and even massively built, with a square slot of size in one side which reveals the mechanism of the interior and shows the stamps curving outward on a roll preparatory to their discharge, one by one, through the opening providing for affixture. The speed of the machine averages 2,000 stamps to the hour—a rapidity which has made the device of great popularity with German business houses. A complete illustrated description of the Franconia is published in the Büro-Bedarf Rundschau for September 1, showing the details of its construction and the manner of its operation.

New Norwegian Adding Machine.

The Additor is the name of a new Norwegian adding machine—the invention of a mechanic named A. Moe. Patents have been granted on this device, not only in the Scandinavian countries but also in most of the other large European countries and in the United States. The Additor was awarded a gold medal at the Industrial Exhibition held in Skien, Norway, in 1911. The sole rights of patents and sales have been taken over by Carl J. Knudsen, owner of the firm of Knudsen & Bommen, Christiania, Norway, who is open to negotiate the sale of patents for manufacturing the machine or for organization of agencies. All inquiries should be addressed to Carl J. Knudsen, P. O. Box 11, Christiania, Norway. The following description of the Additor, as given by the manufacturers, is of interest, both from its technical details and for the purpose of comparison with the latest developments in American adding machines:

"The machine is operated by depressing the keys, and by a slight movement of the handle the keys may be released. The amount appears on the adding wheels through a row of small holes above the keyboard. The depression of the keys is extremely light, the slightest touch being sufficient, and the keyboard is flexible, so that of by depressing the correction key. The if a wrong key is depressed it is taken care adding wheels do not move before the movement of the handle, and the result of the adding is always visible. For resetting the dials to zero it is only necessary to depress the release key on the left hand side of the keyboard while making a movement with the handle. By setting a small lock lever on the right side of the keyboard all depressed keys may be locked, in spite of the movement of the handle, until the release key is depressed."

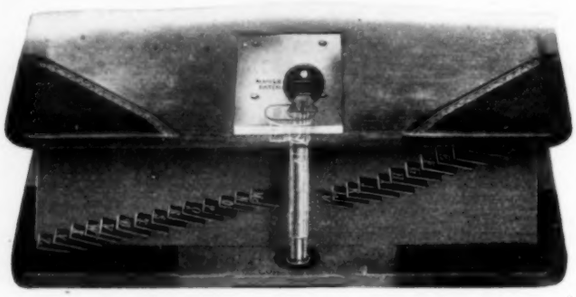
"The Ekonomik Check System."

The Merchants' Lithographing Company, 171-173 South Canal street, Chicago, Ill., is widely advertising its interesting "Manufacturers' 'Ekonomik' Check System," whose working parts include a check book which automatically opens flat, without troublesome stubs; a half bound and stoutly made binder, including a pocket to receive the tongue of the register and posts long enough for 100 checks; a 10x9 inch register bound in tag board, self-numbering and of 1,000 check capacity; and a stub-

less check, provided instead with a narrow perforated strip punched with holes to fit the binder posts. Economy is the watchword as well as the name of this system. Less money per thousand is spent in using stubless checks, it is said, and the user may also carry his stock of checks on his own shelves, printing his customers' cards at his local printer's and saving time, express charges and postage. The handsome binding of the book appeals to a customer, and at the same time it is practical, saving waste and keeping the checks free from dirt

Manco Yale Book Lock.

Among a number of interesting specialties recently brought out by the William Mann Company of Philadelphia, is a newly patented "Manco Yale Book Lock," operated by a Yale key, which prevents anyone from opening the book or reading its contents without its aid. The lock itself is adopted for any expansion of binder, as well as for any thickness of bound book. It assures a uniform security for both minimum and maximum expansion—or at any point between the two extremes. It also guarantees absolute privacy and protection, and at the same time is simply made and easily operated. A quarter-turn of the key opens or locks the binder. Strong, neatly made and attractive, the lock has polished brass plates which come flush with the end of the board, the face of the lock and plate being slightly sunk so as to avoid touching the desk. When the binder is in use, there is no lock to bother—screw, barrel and lock may be detached.



NEW MANN LOCK MECHANISM.

An Interesting Transfer Case.

"Built Like a Frame House" is the striking slogan with which a new mailing folder advertises the new drawer style pull-out transfer cases of the Wabash Cabinet Company, 402 Broadway, New York. Waterproof, each case complete in itself, with drawers run on fiber rollers to the front of the opening, this case is in many ways unique and attractive to the buyer. The drawer bottoms of hard wood are so built as to prevent the rollers wearing ruts. The cases build one on top of the other or side by side, and bolting together, form a compact and solid cabinet. This case is made in letter, invoice, document and legal cap size, and is capable of taking care of a sizable mass of correspondence.

Getting Quick Action From Vertical Files.

By C. S. Lines, Advertising Department, Art Metal Construction Co., Jamestown, N. Y.

"The vertical file drawer," says the author of How to Systematize the Day's Work, "is the greatest time-saver and filing convenience the office has ever known." In theory, yes. In practice, perhaps. A blundering file clerk can play havoc with a filing system. And the worse mess he makes of your files, the more indispensable he becomes.

"I know our file clerk is no good," said an exasperated office manager, "but I can't fire him. If he goes, heaven only knows where our papers are filed—and heaven won't tell." A business man at the mercy of his file clerk!

The Art Metal Construction Company of Jamestown, N. Y., claims that its new system has some marked advantages over the numerical system of filing and likewise over the alphabetical system by an ingenious combination of the two methods, which gives title to the name adopted—"Twin Index."

"Twin Index" is essentially alphabetical—the searcher finds correspondence by name in the speediest way, but the filing clerk files by number, which, it is said, is the most accurate way. No extra card index is required.

"Twin Index" has a number of exclusive features that add greatly to the usefulness of the method, as follows: A new departure from ordinary folders is offered in the "Twin" folders for regular correspondence. These folders have two tabs—right tab for name; left tab for address and number of guide behind which folder belongs. Folder tabs are guide height, and acting as guides enable one to refer direct to a well-known folder without even glancing at the guides. The folder tabs being high up prevent carelessly filed papers from obscuring writing on tabs. By referring to picture of file drawer, the reader will see that name, address, number and index are all on one line and equally visible, all having distinct positions in the file. The minute one opens the file drawer, all writing and indexing are in plain sight.

Another feature of the "Twin Index" is that guides and alphabetical folders have the alphabet printed in black and numbers in red, both numbers and alphabetic index on the same line. This two-color indexing renders numbers easily distinguishable from letters.

Now for the features that make "Twin Index" practically fool-proof. It is a very simple matter to find a folder. Merely look for the name back of guide with proper index. The folder will be there, be-

DRAWER SHOWING COMBINATION FILING METHOD DESIGNED BY ART METAL CONSTRUCTION CO.

cause it was filed by number. By referring again to picture of file drawer, the reader will see that all folders back of a guide have the same number as guide. If one drops a number 6 folder back of a number 8 guide among several number 8 folders, one can't help seeing the mistake. This is an excellent check against misplacement of folders, and gives every assurance that a folder is filed right every time so that it can be found instantly when wanted.

"Twin Index" can be readily installed in any standard vertical file as follows: Pressboard guides (usually 40 to a 24-inch drawer) are distributed through the drawers and locked in place by running the countersunk rod through the bottom projections. "Twin" guides, being made of the best quality pressboard and never transferred, will last a business lifetime in the active files. Any subdivision of the alphabet—from 5 upwards—is supplied. The guides never become obsolete because, if indexing needs changing at any time, it is only necessary to insert new index labels which are furnished at a nominal cost. The nickeloid label holders are so made that card labels will not slip after insertion. Guide tabs occupy the third and fourth positions in the file, alternating, and cannot obscure the folder tabs. By concentrating guide tabs in two rows, the eye is greatly assisted in quickly locating a desired index in contrast to the usual alphabetic arrangement which scatters tabs across the drawer. After inserting guides, the next step is to place an alphabetic folder behind each guide for miscellaneous correspondence. Tab of alphabetic folders occupies the third position in the file in a single row from front to back, perfectly visible at all times. Tab is guide height and indexed the same as guides. If correspondence with any firm filed in an alphabetical folder increases to such an extent that an individual folder becomes necessary, such letters should be removed from the miscellaneous file and placed in a "Twin" tab folder, completing the last step in putting the system in use. All regular correspondents are assigned a separate folder. Name is written on the left tab (in first position of file); the address and number of guide behind which folder belongs on right tab (in fifth position of file). By the use of alphabetic folders for miscellaneous correspondence fewer folders are needed than in ordinary alphabetical systems. Both alphabetical and "Twin" folders are scored above fold so that as papers increase the folder expands—front dropping down, while back of folder remains upright keeping tab with writing always in full sight. This expanding feature also prevents buckling of folders when heavily loaded, since folder rests on a squared base.

When it is desirable to file correspondence geographically, "Twin Index" offers the following advantage: The city or town address being written on right tab (guide height) and in plain sight, it is very easy to file by "town." Whatever method of

Every Inquiry a Sure Prospect

The existence of this condition "speaks" volumes in praise of the high merits of our **wonderful** Line

OF

Typewriter Ribbons **Carbon Papers**

AND

Our **STANDARD** brands are the best aid in building up a trade for this line of goods:

Eureka and M. M. Ribbons

Progress, M. M., Mitvol, Competitor, Eureka, Silk-Spun, Gallinipper Carbon Papers

WORLD LEADERS IN EVERY SENSE.

The dealer should enter with *enthusiasm* into the sale of our *high class products.*

Other Reasons:

Consistent trade protection together with the fact that

We meet every condition
We fill every requirement

MITTAG & VOLGER, Inc.

Sole Manufacturers for the Trade

Principal Office and Factory: PARK RIDGE, N. J., U S. A.

BRANCHES:

261 Broadway NEW YORK, N. Y. | 205 W. Monroe St., CHICAGO, ILL. | 7 and 8 Dyers Bldg., Holborn E. C. LONDON

AGENCIES: All Over the World

ONYX

The NEW RIBBON

made especially for those who want to obtain the finest, sharpest, clean cut work. Do not offer it to the man who wants extra long wear at the expense of particularly fine results; offer it only to those who are willing to pay for a ribbon that produces the finest work obtainable.

Semi and regular inked.

Manifold Supplies Co.

The Largest Manufacturers of Carbon Paper in the World

A. L. FOSTER, President
O. G. DITMARS, Vice President

188 Third Ave., Brooklyn, N.Y.

classification is adopted, one always preserves the essential idea of the "Twin Index."

"Twin Index" is also furnished in capsize for filing lawyers' papers, cases and other legal records.

In addition to the new "Art Metal" "Twin Index" method outlined, the Art Metal Construction Company is placing on the market a very complete line of standard vertical and card index supplies in variety and range of price to meet the needs of every class of business. Catalog 800, "Supplies for Filing Systems," illustrated in colors with prices, is just off the press, and a copy will be mailed postpaid to all interested on request.

The Hand Graphotype.

Here is a new machine to use in connection with the Addressograph for making

HAND GRAPHOTYPE AND OPERATOR.

changes and additions, which it is claimed will not only cut the cost of maintaining the system, but will also increase the actual efficiency of a mailing list by keeping it continuously up to date. An address formed on metal address plates almost as quickly as the typewriter can do it on paper is the method. Changes and additions can thus be made as soon as they occur, obviating delays, postage to the Addressograph factory and similar expense.

The Hand Graphotype is built simply but durably and weighs little more than a typewriter. It can be moved about with ease and works quietly. The illustration shows it equipped with a copy holder and mounted on a special metal stand, complete with drawer and tray for holding address plates. The machine may also be placed on any desk or table, but the stand is useful also for affording a convenient drawer for storing tools, extra dies, oil, etc., as well as a tray for holding plates. The double compartment in the tray provides separate stacks for blank and completed plates.

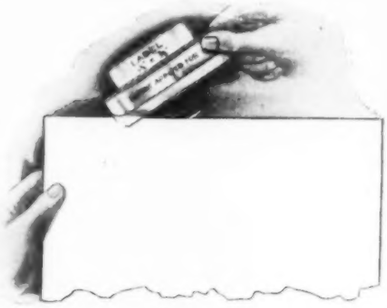
The type is embossed by punches and dies, the characters being arranged in a circular revolving die head. A small wooden handle turns this, and an indicator and dial brings forward the desired letter to be stamped. An easy forward swing of the hand lever at the right forms the letter, at the same time automatically advancing the carriage holding the plate one letter space. A forward swing of the lever makes spaces between words. For "writing over" on metal plates, a blanking die is used, pressing down type already formed on the plate and embossing new. This feature both simplifies and systematizes corrections.

That the Hand Graphotype is an essential part of the Addressograph equipment, is proved by the large number of orders for it arriving daily.

New Detachable Celluloid Tab.

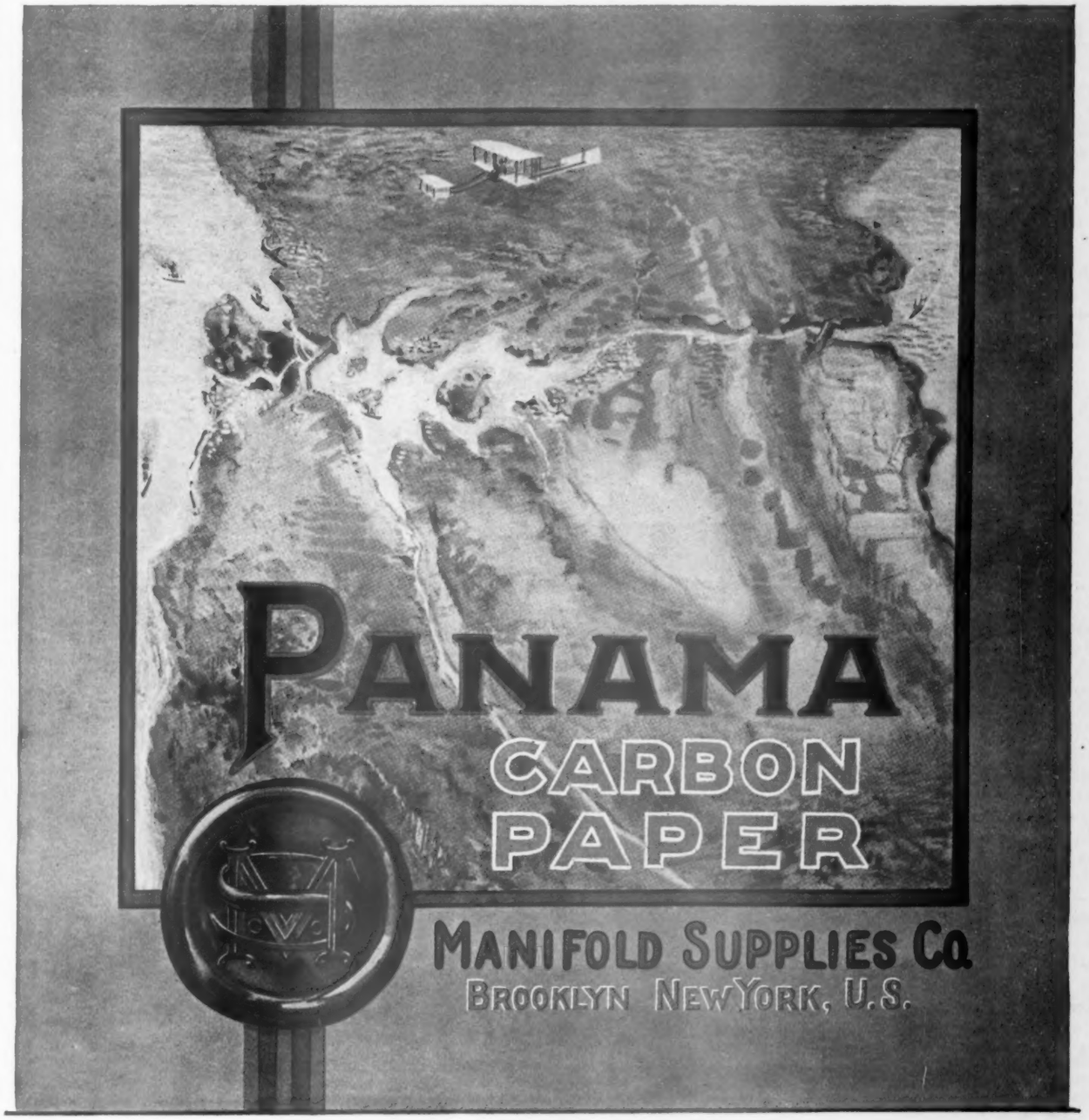
From the "Banks of the Wabash" comes a sample of the new Detachable Celluloid Tab for book, loose leaf and card indexing,

which should prove immensely popular and profitable to dealers. The exposed portion is made entirely of transparent celluloid, and the entire tab is so constructed that it may be firmly attached to the thinnest paper or the heaviest cardboard. The large



demand now evident for such a device will make it especially interesting to stationers, loose leaf manufacturers and office appliance dealers. Prices, descriptive matter and samples may be had by addressing the Wabash Cabinet Company, Wabash, Ind.

Losing your head is a trifle, for it always comes back. It is lost heart which brings the shipwreck.



Have you received your box of samples
and particulars of new selling plan?
If not please notify us at once.

MANIFOLD SUPPLIES COMPANY

A. L. FOSTER, President O. G. DITMARS, Vice-President

188 THIRD AVENUE, BROOKLYN, N. Y., U. S. A.

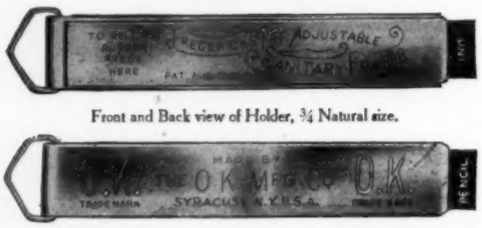
New Wizard Specialty.

An invention for the prevention and detection of fraud which is being marketed with great success by the Sterling Manufacturing Company, Old Orchard Beach, Maine, is the New Wizard Specialty. It is especially designed to prevent successful check raising, counterfeiting of signatures, alterations in documents, tampering with correspondence and similar acts. Details of the invention will be gladly given on application to the company.

Frederick's Sanitary Eraser.

A handy and efficient eraser, illustrated on this page, is that marketed by the O. K. Manufacturing Company of Syracuse, N. Y., known as Frederick's Sanitary. A nickel-plated holder receives at one end the rubber, which is of a length substantially that of the holder. Thus it is always covered and is kept clean until entirely used. A slight pressure of thumb and finger suffices to adjust the device, which is also equipped with a loop for convenient attachment to typewriter or desk. The uniform width and thickness of this eraser permits one letter of a word to be erased without defacing another.

FREDERICKS' PATENT ADJUSTABLE "O.K." SANITARY ERASER



Front and Back view of Holder, ¾ Natural size.

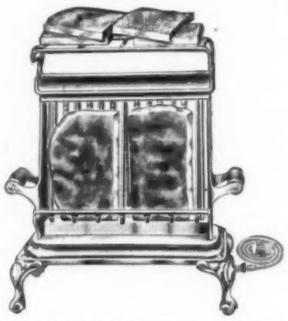
"Baby" Folder Is Multigraph Novelty.

The American Multigraph Sales Company has added a new folding machine to its line, known as the Multigraph Letter Folder. It was designed to meet a demand for a small folder—simple in operation—to answer the folding requirements of the average business office. It is what is called a "self-contained" machine. That is, no attachments are required to change from one style of fold to another. The changes are made easily and quickly by simply shifting a knob and arm. The folder has a speed of 4,800 pieces an hour. It occupies a floor space of 18x28 inches and weighs, complete with stand, but 120 pounds. The power is secured from an eight horsepower motor connecting with an electric lamp socket. It requires no more current than a sixteen candlepower electric lamp or a small fan.

The machine will handle a wide range of various weights and grades of paper. It makes the regular commercial folds—single, double, parallel, legal, accordion and three folds. Any concern having a quantity of letter folding to do will find the Multigraph Letter Folder well adapted to its needs. As only a limited number of machines will be built this year, it will pay interested firms to make an early investigation.

New Pelouze Toaster.

The Pelouze Manufacturing Company, 232-242 East Ohio Street, has added a new product to its long list of successful electric heating equipment—the Pelouze Toaster. It is artistically made, the design conforming throughout with those of the other popular Pelouze devices. The breakfaster who likes his toast browned "just so" will find in this product not only a means of delighting his palate but also a time-saving convenience of unusual value. Beautifully nickel-plated and furnished with French-gray cord and attachment plug, it is put up ready to use as soon as the purchaser opens the box. In an age whose strenuousness makes moments saved at home as well as at the office of unusual value, this device is bound to command widespread popularity. In this respect, the new Pelouze Toaster will appeal to the business man who reads this column of Office Appliances quite as much as to the housewife, to whom its value and adaptability will be readily apparent.

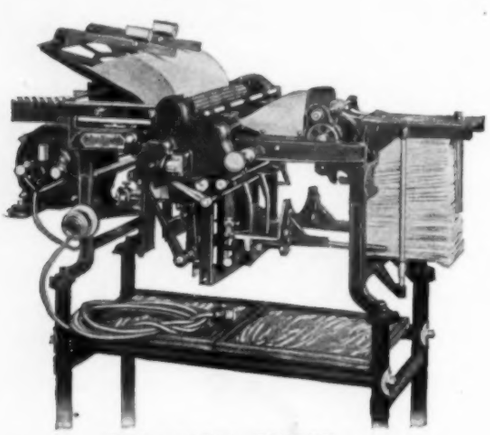


PELOUZE ELECTRIC TOASTER.

New Plan for Watermarking.

Joseph Kloiber of Oregon City, Ore., has devised a new method of making patterns for watermarking papers in various designs which promises greater ease and a less expense than the former process of imbedding wires in the moist pulp. Paper patterns are formed from paper boards, and the desired design is etched in rigid plates of copper or zinc. An impression of the etched design is then made on a sheet of paper containing a layer of a certain chemical composition, and the sheet is then pasted on the paper boards. The patterns are then applied in calender machines in lieu of wires, making the paper impression. These patterns may be used again and again, and when worn out may be reduced to pulp.

The paper boards are made of a mixture of potato starch, dissolved casein, paper pulp, ammonia and water, all boiled and properly cast. After the etching of the plates, a paste-like mixture of water, gelatin, lime, salammoniac, alcohol and glycerin is made, boiled and filtered—the resulting



THE "BABY" FOLDER.

ANOTHER VIEW OF THE "BABY."

The Printing Point Always under Control

Work never wearies the operator of

L. C. Smith & Bros. Typewriter

(Ball Bearing—Long Wearing)

The Ball Bearings remove so much friction that it takes one-quarter to one-half ounce less pressure to print a letter with a key on this machine. That is why the operators on this machine finish the busiest day's work with no feeling of fatigue—saving strength on each of the many thousand times a key is touched.

Fewer machines are needed in the office equipped with the L. C. SMITH & BROS. TYPEWRITERS. Each machine, as it stands, will handle all varieties of work. To see for yourself the capacity combined with simple construction—

Send for new Booklet—"The Measure of Worth"

It explains how to find out by actual test which typewriter is the cheapest in the end, no matter what its first cost. It has a fund of information invaluable to the typewriter owner and user. It is yours for the asking. Drop us a post card today.

L. C. SMITH & BROS. TYPEWRITER CO.

Head Office for Domestic and Foreign Business:
SYRACUSE, N. Y., U. S. A.
Branches in all Principal Cities

The Secret of Success in Ribbons and Carbons

is the dealer's personal guarantee of quality, backed by a thorough knowledge of the line. You can make that guarantee, and rest assured that every inch of the product backs it up to the letter, when you handle

Crown, Globe and Pioneer Brands

TYPEWRITER RIBBONS AND CARBON PAPER

Crown Ribbons, guaranteed non-filling, non-drying, of staunch durability, brilliant and fadeless colors, do clean, sharp, enduringly good work.

Globe Ribbons—second only to Crown in quality—a popular medium-priced brand.

Pioneer Ribbons, made from good quality domestic cloth; biggest value anywhere for the money.

Crown Carbons, non-smutting, non-drying, giving a medium hard, glossy surface, coated evenly upon finest quality tissue, wear like cloth and always afford a clear, clean-cut impression.

Globe Carbons offer a hard, clean surface for sharp impressions. Big quality at a reasonable price.

Pioneer Carbons are soft and manifold freely without smut.

Write now for our Dealers' Proposition.

CROWN RIBBON & CARBON MFG. CO., Rochester, N. Y.

GOODLINE

NOTE removable name plate protected by celluloid

Which of these files is yours?

The follower block is not a cure-all for filing evils of every sort. If your guides are weak the folders will sag—unless the follower-block squeezes them so tightly that you can't extract the folder you need. Yet sagging folders mean mussy files.

Goodline All-Metal Guides overcome your difficulty in this way. Their sturdy construction enables them to divide the weight of the folders on either side of them so the folders can't sag even when the follower-block is slack.

Goodline "All-Metal"

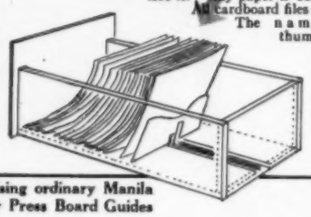
Outlast a Dozen Ordinary Guides

Unlike ordinary paper guides which don't even index properly after a little wear, Goodline All-Metal Guides endure approximately a lifetime. At the same time they index your files—the correspondence is being supported. Pressure is relieved—no sagging or tearing can occur. They keep your correspondence where you put it. No shuffling folders can lose it. Any paper is obtainable at once. All cardboard files wear out easily. The names are quickly thumbed out until too dim to read. Goodline Guides save all confusion from this source. The metal name plate can't break off or wear because it is riveted to the guide. A celluloid strip keeps each name from being rubbed out. Is instantly removable. When a certain subdivision is no longer needed you don't have to throw the entire guide away, simply substitute a new name card when necessary. Goodline All-Metal File Guides cost little more than inferior guides that wear out and are thrown away. Their added years of service makes them cheaper.

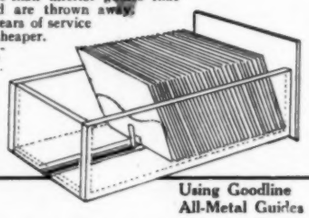
Goodline All-Metal File Guides are 8c (eight) each in letter-size; and cheaper the smaller they get. Order the size you need—TODAY.

Special Discounts to Dealers.

GOODLINE MFG. COMPANY
Kent, Ohio



Using ordinary Manila or Press Board Guides



Using Goodline All-Metal Guides

SEND for free sample of Goodline All-Metal Guide Card. Let us tell you about the Goodline Service Memo Desk Calendar—the only memo calendar using a solid brush brass base and high quality *bond* paper. ¶ These and other specialties which we manufacture should be of interest to every live stationery dealer. *May we tell you more about Goodline Goods?*

DON'T WAIT

And have to say to a good customer **"I will have to order them from the factory,"** and then perhaps lose the order.

Nine out of ten users of the Vertical File Transfer January 1st Eight out of these nine wait until December 31st to order

ANTICIPATE

Drawer Style Transfer Cases

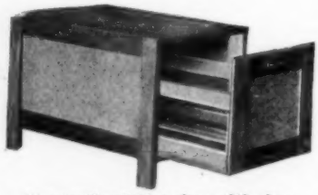
The Waterproof Kind—Not the Kind That Are Made With Thin Wood Panels

Holds 5,000 papers or the entire contents of a vertical file drawer.

Bolt one on top of another or side by side.

Any number of cases furnished with legs no extra charge.

Costs less than any similar case.



Illustrating letter size, with legs

Two fibre rollers under front of drawer.

Paneled with three ply bookbinders' board.

Impervious to water and will not warp, split or get out of shape.

Contents just as accessible as tho in a regular vertical file.

Made in vertical sizes, Cap, Letter and Invoice, and Card Sizes 5x3, 6x4, 8x5, 8x6.

Manufacturers of the largest line of Quality Filing Cabinets, Systems and Supplies

The Wabash Filing Cabinet Co.
Est. 1883
Wabash, Ind.

On the Banks of the Wabash

Guarantee Perpetual

How Will You Know?

"How can I **know** your work will produce business for me?;"

This question was asked one of our representatives by a prospective client.

The answer is—

"You now know your own business—do you not? You know what methods **now** produce orders for you—do you not? Very well—that's enough. You won't use any of our work that **you, yourself,** do not **know** will produce business for you."

We can say this **to any client** because our work is backed by 15 years actual selling experience. This 15 years experience includes road experience — word-of-mouth selling to Jobbers, Retailers and Corporation Buyers. It also includes selling by letter—training men to sell—and selling through Advertising.

We have learned how to produce business **by producing business.** This is why we can say **to you** "You will never invest a nickel in any of our work which you yourself do not **know** will produce business."

We do not "place" Advertising.

Our work does not conflict with — but assists — that of your regular Advertising Agent.

We organize—prepare plans—advise—and lay out, write, and illustrate (print also, if you wish) "House Organs", booklets, letters, circulars, catalogs, and all other sales promotion matter your business may need.

Finding out what we can do for you does not cost you anything.

If we cannot handle your work, we will say so frankly and promptly. Write us today.

Spencer-Colyer-Dodd, Inc.

Successors to

George B. Spencer

17 Madison Avenue

New York City

compound being applied to a sheet of paper, which is then placed on top of the etched plates. Applying heat, this pasty mass is rolled on the plates till the design is impressed in the sheet, which is then cooled and pasted to the paper board—this now forming the pattern.

The plan appears to be both effective and economical.

Arrowgraph Elapsed Time-Recorder.

A popular timing device for recording elapsed hours and minutes, recently put upon the market, is the Arrowgraph, especially designed for use in compiling cost-system records. Manufacturers interested may have a machine installed on trial free of charge. With no confusing attachments and no red tape to its system, the Arrowgraph is also constructed to endure heavy usage and with few movable parts friction is reduced to a minimum and up-keep is almost nil. All jobs on which an employe works during a single day are recorded on one ticket, although, if preferred, a separate ticket may be used for each operation. The time is shown in tenths of hours (6 minute periods) and all lost time between jobs is also recorded. Time may even be given in quarter hours, wherever required. Time taken out for lunch is automatically deducted. The Arrowgraph prints the date on the ticket—a simple but important convenience. The job-ticket used may be of any size from 3x5 to 6x9 inches, with space for details. Any attempt to "beat" the stamp is unerringly revealed by the imprint. The price is reasonable, and the terms suggest the advisability of an inquiry of the company at 56 East Randolph street, Chicago.

The Gilmer Binder.

John Elgin Gilmer, 5110 Chestnut street, Philadelphia, Pa., is marketing a binder, bearing his name, which has a unique value for making files of magazines or other documentary matter permanent. Simple in mechanism, a pin being the only tool needed for its use, binding a magazine tightly in less than a minute, and preventing by its make-up any side or end play, it will appeal to many who have failed to find just the desired combination of qualities required for special binding in any of the standardized devices. A 6x9 Gilmer Binder weighs less than 10 ounces. It opens flat and lies flat, when filled, with covers parallel. It is adaptable to any style of magazine binding, and adds strength as well as attractiveness to a permanent file.

A good man does not want to be indispensable.—The Organiser.

The faith you place in your neighbor adds to your faith in yourself. Self-distrust casts its own shadow of suspicion, which deepens inward as it widens outward. Yet few pessimists really begin at home.

Active Selling Stock

No. 1093½

That is what every dealer tries to carry and he, therefore, selects his line of office chairs for their superior selling points.

Outside of the design, material and workmanship (which are always the best to be had) B. L. Marble Chairs possess other points of superiority that will enable you to convince your customers that these chairs will give them the highest degree of comfort, service and satisfaction.

The nonbreakable Ball Bearing revolving chair iron and strengthened wood-core base are themselves selling points that are enabling B. L. Marble dealers to get the business against closest competition.

Why not sell the kind that are easiest to sell? You can order them from our catalog to be shipped at once,

THE B. L. MARBLE CHAIR CO., Bedford, Ohio

STEEL FRAME
ECONOMY
FIRE PROOF
Waste Paper Balers

"Turn your waste into profit." **STOP THROWING away GOOD MONEY!**

You will be surprised to learn how much your waste paper is worth when properly baled.

The Economy Paper Baler not only pays for itself in a few months but helps to keep your office or store clean, and furnishes a steel fireproof waste paper box which **reduces fire hazard** and prevents valuable articles from being lost or burned through carelessness.

There is an Economy for every purpose—all sizes. Get our proposition.

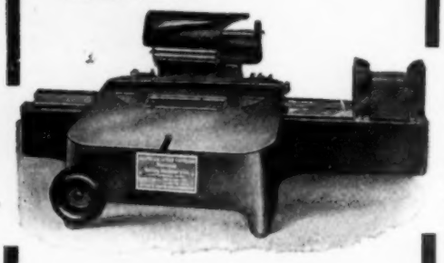
Dealers and specialty men will find this a money-maker.

ECONOMY BALER COMPANY
ANN ARBOR, MICH., U. S. A.
Box 31

Would You Hire a Better Man?

Would you displace a clerk of average ability with one who proved he could do in an **hour** what the other took a **day** to perform? You certainly would. Then why not install under a guarantee of satisfaction a machine which offers the same service.

Here it is:



The Montague Office Addressor and Imprinter

Ribbon-Print **Error-Proof**

The names and addresses, instead of being **copied** laboriously from records, are **printed** direct from typewriter type raised on Montague Metal Index and Printing Plates—at a speed of 1,000 to 1,500 an hour. These plates are legible, in one piece and serve as permanent records. This means quicker work, better work—and a safeguard against errors that alone is worth the purchase price— **$37.50**

The Montague Will ADDRESS

Envelopes	Periodical Margins
Postcards	Laundry Slips
Mailing Folders	Invoices
Statements	Shipping Tags
Periodical Wrappers	Shipping Stickers

Light, Heat, Water and Power Bills

The Montague Will IMPRINT

Time-clock Cards	Work Tickets
Pay Envelopes	Pay Checks
Dividend Checks	Rent Receipts
Labels	Dealers' Names on Advertising Matter

Our Guarantee Protects You

If, after SIX MONTHS' USE, any purchaser of a Montague Office Addressor and Imprinter finds the machine unsatisfactory in any way, it can be returned and we will refund the full purchase price, provided the Addressor has been purchased under our regular terms (net cash 30 days, 1% 10 days).

ACT NOW!

Fill in and Mail the Coupon for further Information and Samples of Work done.

MONTAGUE MAILING MACHINERY CO.
Montague Block **Chattanooga, Tennessee**

FILL IN AND MAIL THIS COUPON

COUPON

Montague Mailing Machinery Co.,
Chattanooga, Tenn.
Gentlemen—Without further obligation, kindly mail us samples of work done with the Montague Office Addressor and Imprinter, with full particulars and a copy of your GUARANTEE.

Name.....

Firm Name.....

Address.....

A New Sectional Post Binder.

The Irving-Pitt Company of Kansas City are offering to the trade something different in sectional post binders. As will be noted from the illustration, the device is what is ordinarily termed "Top Locking." This style of lock is preferred by many for the reason that no key is required, and the I-P Top Locking Binder is proving very popular.

The principle on which the lock is constructed is the same as used for years in the I-P solid post binders, which are well known. The wide demand for the I. P. Slotted Top Locking Binder is due largely to the style of lock. This, as stated above, is the same principle that has been applied to 5/16-in. and ⅜-in. sectional posts. One distinctive feature in this lock is the fact that the utmost outward pressure exerted between the two locking bars merely causes the lock to grip more securely.

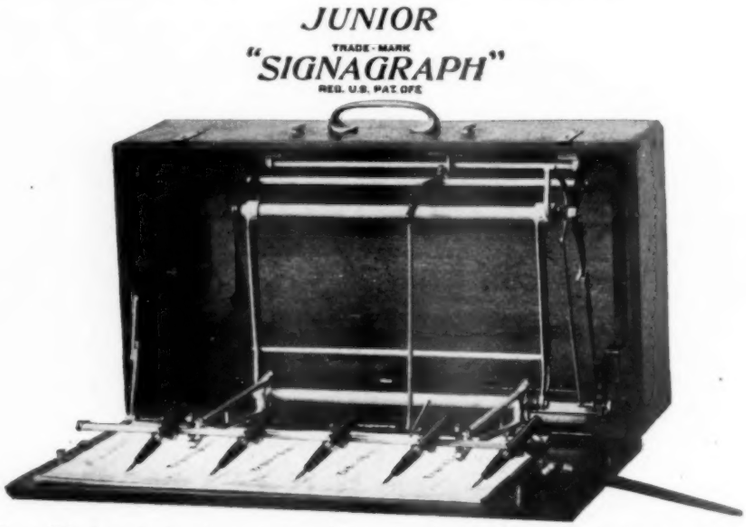
Another distinctive feature in I-P Sectional Post Binders is in the construction of the sections. These are made without any offset whatever, and each section is provided with a collar that fits into a socket, thus bringing them all into perfect alignment.

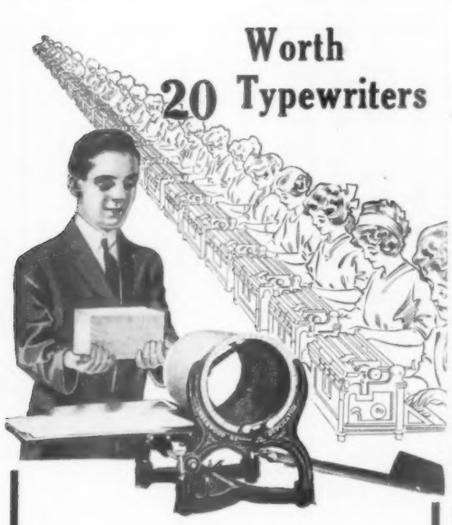
Dealers will do well to investigate fully the claims for the I-P Top Locking Binder.

NEW IRVING-PITT BINDER.

The Junior Signagraph.

The Signature Company, of 3 Broad street, New York City, is marketing a valuable article in the Junior Signagraph, a compact instrument for simultaneously signing five checks, adjustable to any size of check and enclosed in a finished mahogany case, 20½x5½x11 inches. When opened for use, the instrument swings out from the case, the open side forming a writing bed for the check sheets or book. It is well adapted for the use of corporations or individuals whose work does not approximate in volume to the requirements of the Cheque Signagraph, the ten-pen device marketed by the same company. With half that number of fountain pens in use, the Junior Signagraph is still adapted to a very wide and substantial range of work. Checks bound in book form may be signed in book by its use, and this is a decided advantage, for many corporations still adhere to the book form of check.





When you need duplicate copies of letters, announcements, price lists, office forms, etc., one inexperienced office boy with an Underwood Revolving Duplicator can equal in quantity and quality the daily output of a score of expert typists. The

UNDERWOOD
Revolving Duplicator

will pay for itself in a few weeks.

If you now give this work out to a printer, you can save half the expense, much valuable time, and have your work when you want it. The chief usefulness of this wonderful little machine in the average office is its great convenience when only five or six copies are wanted in a hurry. The Underwood Revolving Duplicator is always ready.

It is neat, clean, compact and practically noiseless—will not get out of order. It does just as good work as the big, noisy, complicated power machines at half the cost.

It is important to note that the Underwood Duplicator is sold absolutely without restriction, leaving the customer free to purchase his supplies wherever he can buy to the best advantage.

Write now for full information. Booklet on request.

UNDERWOOD TYPEWRITER CO.
(Incorporated)
Dept. B, Underwood Building. New York City
Branches in all Principal Cities

DOUBLED

We are building a big addition to our present factory which will just double our floor space. Hope to move in by January 1st and begin catching up with orders for the

Protectograph

The machine that stamps this famous "limiting line" across a check

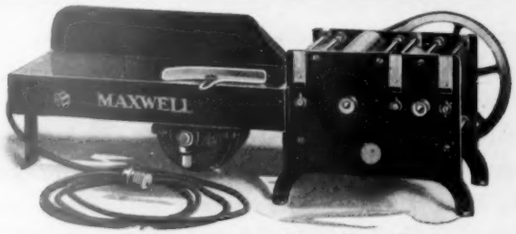
NOT OVER THIRTY DOLLARS 30

G. W. TODD & CO., Sole Mfrs., · **Rochester, N. Y.**

Specialty Men:

Live Dealers:

A Big Opportunity To Get Exclusive Selling Rights For



An Envelope Sealer That Really Seals

¶ When you see the "Maxwell" you will agree that a *real* Envelope Sealer has arrived. ¶ NO! We are not fooling ourselves—the officers of this company have been in the office specialty business for years and that we know and have seen them all goes without saying. ¶ Therefore when we tell you that the "Maxwell" is a real Envelope Sealer (that really seals), that it is supplanting others and making good where others have fallen down, we are stating facts that we are in position to prove and we hope you'll ask us to prove. ¶ The "Maxwell" Sealer is easy to demonstrate—(nothing technical at all)—number of sales to demonstrations exceptionally high. Users are enthusiastic and plugging hard for us. ¶ Few territories have been assigned, hence right man can get pick of territory now. All reasonable advertising and sales helps furnished. If you are in position to go after business aggressively get in touch with us at once.

Maxwell Envelope Sealer, Motor Driven, $75.00 (THE SEALER THAT SEALS)

¶ Seals practically any kind of an envelope *without making adjustments*—long, short, thick, thin, outlook or penny-saver—speed 4,000 to 6,000 per hour. Has double sealing rolls, automatic moistening device, motor of proven durability. No water touches rolls—rolls have steel cores—warping or rotting of rolls is impossible—the "Maxwell" should last a lifetime. Booklet explains everything—shows words from happy users—send for it. ¶ Someone is going to get the profit on "Maxwell" Sealers that will be sold in your territory. If you are the right man you can get that profit. Don't delay—we want a representative for your territory and the first right man secures exclusive rights and a money making proposition. Address now—

THE MORROW-ULRICH-MAXWELL CO., Century Building, Cleveland, Ohio

Barnes of NEW YORK DESKS
372 BROADWAY N.Y.

Manufacturers of a Full Line of

Office Furniture

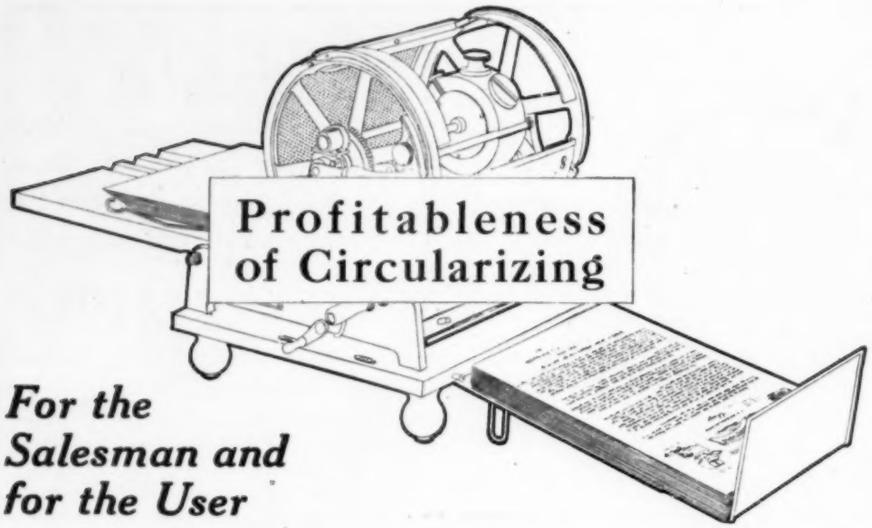
The Trade and Stationers Supplied at Wholesale Rates

SEND FOR CATALOG O

This Desk to Stationers Only $18.00 Net

Sectional Office Partitions

Carried in stock for immediate delivery. Let us tell you how you can take orders for partitions without bother to you and at a good margin of profit.



Profitableness of Circularizing

For the Salesman and for the User

If circularizing did not pay there would be no occupation for the thousands of printers who furnish business houses with millions upon millions of circular letters annually. If it were not a profitable method of securing trade, the largest and most successful business houses would not continue sending out millions of circular letters every year. They do it, and it has been one of the important elements in building up and increasing their business.

There is not a newspaper in the United States that could live a month if it were not for the revenue derived from its advertisements. Millions of dollars are wasted annually in advertising, because the advertisers do not know how to spend their money judiciously. Advertising is a science. It is a business in itself.

The manufacturer, the jobber, the dealer, the average business man, is spending an enormous amount annually in advertising, realizing that a large percentage of it is thrown away because he does not know how to avoid it. Advertising is not his business; he is helpless; he is at sea; he knows he must advertise, but does not know how to get the best results from the money he is willing to spend.

The Mimeograph has solved the problem. Every letter goes where you want it to go; it reaches whom you want it to reach; it speaks for you direct to the individual you desire to talk to. If your goods have merit, and you have described them right, and the recipient of your communication is in the market, you are at once in touch with each other.

A business house also has other dozens of uses for a Mimeograph.

If interested please correspond with us

Mimeographs and Supplies Made Only by

Chicago **A. B. Dick Company** New York

BLACK-LITHOGRAPHIC-CO

SOLE MAKERS OF THE ROYAL BRANDS CENTURY BOND LINES—AMERICAN LINES—TUXEDO LINES AND FAST MAIL LINES OF

NOTES, DRAFTS & RECEIPTS

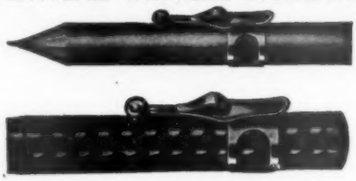
THE LARGEST & MOST COMPLETE LINES IN THE WORLD.

200 WILLIAM STREET, NEW YORK

WESTERN OFFICE-209 SOUTH STATE ST. CHICAGO
WALTER N. FURLONG—GENERAL MANAGER

"ALL THAT THE NAME IMPLIES"

THE FAULTLESS PEN AND PENCIL HOLDER



Durable Attractive Satisfactory

The lever movement makes it easy to apply to the pocket without the use of both hands. It holds securely and does not pull or crush the pocket when inserting the pen or pencil.

Put up in three-dozen lots, assorted sizes, on attractive card with an easel back.

L. D. VAN VALKENBURG
MANUFACTURER
Holyoke, Mass., U. S. A.

THE Tengwall FILE

REG. U.S. PAT. OFF.

Look for Trade Mark on the Label

We manufacture Loose Leaf Accounting Forms, Binders, Files, Ledgers, and Price Books.

2952 Sheffield Ave. CHICAGO

THE TENGWALL COMPANY of Illinois
20 Thames St., New York

TO AGGRESSIVE MANUFACTURERS

We have seven Calculagraphs for sale. Practically as new. We have no use for them. We give the strongest testimony to their valuable efficiency as an important economy in modern manufacturing. Will sell one or all. If interested, write us promptly.

The Farrand Company, Detroit, Mich.

DODSWORTH COMPANY MOVES.

The Samuel Dodsworth Book Company of Leavenworth, Kansas, is moving its plant this month to Kansas City, Mo., where it will be advantageously located at 1121-1123 Holmes street. The move means both a larger opportunity for business and an improved situation for manufacturing. It is the latest step in many of recent years which have testified forcibly to the growth in size and success of this well known company. The concern is an old one, having been established in 1857, and makes a specialty of blank book manufacturing, lithographing, printing, engraving, etc., carrying also a complete stock of commercial stationery. It caters especially to county, bank and mercantile business, and has its traveling salesmen in Missouri, Kansas and Oklahoma. By November 10 the new plant will probably be in full operation. The stationery department will be in charge of Will Reuter, a man of wide experience and thorough knowledge of the line.

ALVIN A. BRATTON TAKES BRIDE.

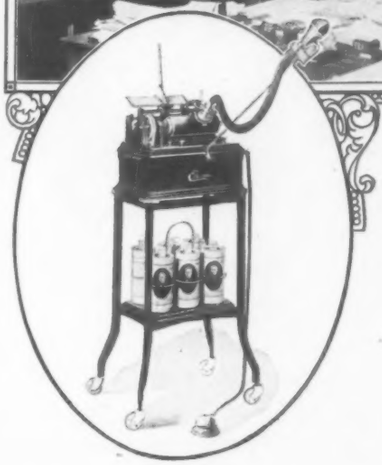
The marriage of Miss Veva Friel to Alvin A. Bratton was solemnized at the home of the bride, 1992 Summit street, Columbus, Ohio, on Thanksgiving Day, as announced in an attractive announcement received this month by Office Appliances. Congratulations on this event will be general among the office appliance fraternity, to whom the bridegroom is well known from many years' energetic salesmanship. Mr. Bratton has long been prominent in the office appliance field in Columbus, where he was at one time in business for himself and where he still holds several important agencies. Office Appliances adds its compliments, together with the good wishes of the coming holiday season.

AN INTERESTING BIT OF ADVERTISING.

The J. K. Gill Company, Third and Alder streets, Portland, Ore., are issuing a striking piece of advertising matter in the form of a four-page cardboard folder, 22x10 inches, exploiting its large and varied lines of office furniture. The first page contains the address, the second a fine view of the company's new third-floor display room for office appliances, and the third and fourth a series of postcards, with space for stamps on all and perforations between each for the receiver to tear off, as desired. Each card asks information in some one line of the company's stock. At the end is a "Summary Card" covering a number of lines conveniently grouped.

EBERHARD FABER'S HOME BURNS.

The old mansion of Eberhard Faber, the well known lead pencil manufacturer, at 40 Davis avenue, West New Brighton, Staten Island, New York, was destroyed by fire Nov. 20. The caretaker, a woman, was awakened by the flames while taking a few moments' rest. She gave the alarm and firemen quickly responded, but were unable to save the building.



Showing one department in the office of the Loose-Wiles Biscuit Company, makers of the famous Sunshine Biscuits

Another office in which everybody dictates at the same time, each to his

Edison Dictating Machine

instead of waiting his turn to dictate to a stenographer

As soon as the morning mail is distributed every correspondent goes to work. And as soon as the first wax cylinders have been dictated upon they are taken to the transcribing department, where each typewriter operator receives her share and starts writing letters.

There is no time lost for the dictator in waiting for a stenographer. There is no time lost for the stenographer in taking shorthand notes. In both departments the work is equalized and simplified, and the producing capacity is doubled.

Are you satisfied to have your office crippled by the lost motion that is inevitable under the old stenographic system? Are you content to suffer the enormous expense entailed by this lost motion when it has been proved that *an equipment of Edison Dictating Machines will pay for itself in less than a year?*

Find out about the Edison. Our new booklet, "The Goose, the Typewriter and the Wizard" will tell you—and it's free. Write us for it today.

To Dealers and Salesmen

The Edison Dictating Machine is the biggest thing in business appliances today. Offices large and small in all parts of the country are your field. If the one big opportunity never knocked on your door before, here it is. There are still openings to be had with dealers handling the Edison Dictating Machine, or we offer efficient co-operation to men with small capital and full confidence in this big money making proposition and who want to take advantage of this opportunity to start in business for themselves.

THOMAS A. EDISON, INC., 205 Lakeside Ave., Orange, N. J.

NOVEMBER 1912

A Gala Month for the VICTOR

THE remarkable growth of the VICTOR Typewriter and the wonderful increase in its sale during the past few months is sufficient evidence that the VICTOR has demonstrated its superior qualities and the public has shown its appreciation by its loyal support.

The report for the month ending NOVEMBER 15th, eclipses all previous figures, and was in every way the most prosperous month in the history of the Company.

Writes Right and Rights Wrongs

Victor Typewriter Company

Factory and General Offices:
NEW YORK
812 Greenwich Street

European Headquarters:
International Building,
Kingsway, London, W. C.

Manufacturing at a Profit

Many a business has failed because of the heavy expense involved in equipping a factory, and the high cost of manufacture.

We eliminate troubles of this nature. Our business is manufacturing meritorious mechanical articles on a contract basis exclusively. Our plant is the largest of its kind in existence.

Before you build a plant of your own let us give you a contract figure. WE CAN SAVE YOU MONEY!

The Taft-Peirce Mfg. Co., Main Office and Works: **Woonsocket, R. I.**

NEW YORK: 165 B'way. DETROIT: 1311 Majestic Bldg CHICAGO: 1038 Nat'l Life Bldg.

NEW CONCERN AT BELOIT.

Bredesen Brothers is the name of a new concern which is starting in the office appliance business at Beloit, Wisconsin. The company consists of M. A. Bredesen and W. L. Bredesen. The former is an experienced office man and bookkeeper and for some years was engaged in commercial educational work. He was for some time, until his recent resignation to go into business himself, with the C. Mattison Machine Works at Beloit in the capacity of bookkeeper and office assistant.

W. L. Bredesen is a practical draftsman and was formerly with the Berlin Machine Works at Beloit, and the Ingersoll Milling Machine Company of Rockford, Ill.

Bredesen Brothers will carry a complete line of office appliances and supplies, drafting materials, office furniture, etc. They have the agency for the Weis goods at Beloit and are agents for several other well known specialties.

It is interesting to note that they got the idea of an office appliance business through reading this magazine. The company employing the senior member of the firm of Bredesen Brothers is a subscriber to Office Appliances, and while reading the magazine in their office he became convinced that Beloit was a good field for a specialized office equipment store. He talked the matter over with his brother, and as a result of the suggestion began correspondence with a number of the manufacturers represented in the advertising columns of this magazine. They finally decided to go into business and expect to open a store immediately.

A HANDSOME CALENDAR.

One of the most artistic of the calendars which many leading office appliance firms are sending out, as Christmas reminders to the trade, is that just received from the Columbia Ribbon & Carbon Manufacturing Company of New York. The record of the days for 1913 is contained in a little blue printed block of monthly calendars at the bottom of a stout piece of white stock, mounted on a tasteful blue background. Just above the monthly calendars is a dainty picture, entitled "My Lady," an original of which is the work of Fred Pegram, a young English artist whose work in pen-and-ink has long appealed to both the public and the critics because of its rare grace and charm. Mr. Pegram made a recent trip to America, where much of his work found an eager and an appreciative sale. His line is delicate and graceful—the sure sign of a native creative talent. It is also sure and true—the mark of an experienced and trained technique. There is the feeling of an etching in this simple picture.

The company which is using it as a graceful bit of advertising deserves great credit for the taste bestowed in the selection—in itself no slight recommendation for its lines to those who themselves possess the discriminating taste.

FOR 1913 Vertical Filing, Sell

"Y and E" Expanding Folders

All "Y and E" Vertical Folders are now made to expand 3/8" when filled, giving great capacity.

Back of folder bearing tab remains upright with tab always in full view. This insures a neat and even file.

Your customers for Transfer Supplies will thank you for recommending these folders for their 1913 files.

No advance in price.

Send order right away and we'll get the goods to you in a hurry.

"Yawman and Erbe Mfg. Co."

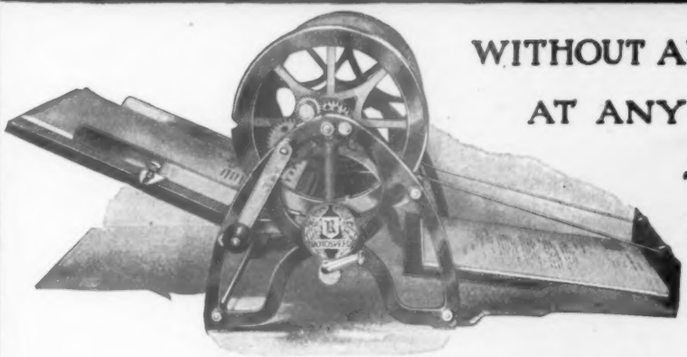
Rochester, N. Y.

Largest Makers of Filing Equipment.

ROTOSPEED

PRICE $25.00

ROTOSPEED



WITHOUT AN EQUAL
AT ANY PRICE
SIMPLE
EFFICIENT
ACCURATE

Efficiency Increases Business

The Rotospeed Duplicating Machine is the means of greater and better personal letter advertising—Places YOU in a position to send out business-getting letters at a moment's notice—NO DELAYS. Use the ROTOSPEED and increase your business.

Economy Increases Profits

Did you ever stop to consider the many small but EXPENSIVE printing jobs YOU give to the Printer that the Rotospeed will produce at a great saving?

Facts and Figures

The ROTOSPEED will print your facsimile typewritten letters, notices, office forms, price schedules, etc., at a cost of but 20c PER THOUSAND—will pay for itself—and net a saving on the first 15,000 copies printed.

15,000 letters of fifteen different forms printed by your printer—not less than $2.50 per thousand.....	*Printer's Cost,*	*$37.50*
15,000 copies of fifteen different forms printed with the Rotospeed and supplies that are included with the Rotospeed at the price of $25.00 and an office boy's time at $5.00.	*Rotospeed Cost,*	*30.00*
You own the Rotospeed and have a	*Saving of*	*$7.50*

Simplicity and Accuracy Give Satisfaction

Anybody can operate the Rotospeed and produce in quantity anything that is accomplished with pen, pencil and typewriter at a speed of 75 to 100 copies per minute, and the result is PERFECTION. Simply place Rotospeed Stencil Paper in your typewriter and write in the same manner as you would to write an ordinary letter. As many as 1,000 perfect duplicates can then be produced.

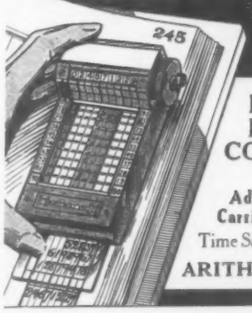
We Will Ship The Rotospeed

with supplies included on receipt of your check for $25.00. Try it for ten days—if not satisfactory we will refund your money.

Price $27.50 delivered west of Denver, Colo.

THE ROTOSPEED COMPANY
Fifth and Levee, DAYTON, OHIO

GOLDMAN'S Arithstyle



Handiest, Fastest, Cheapest, Portable, Durable, Reliable
COMPUTING MACHINE
FOR DESK USE!

Adds, Subtracts, Multiplies, Divides. Carries Automatically, Resets Instantly.

Time Saving! Brain Resting! Self Checking!

Conveniently brought to work, held in hand, moved over page, fixed to desk or carried in pocket.

Size, 5 in. x 2½ in. x 1 in. Weight, 36 ounces. Capacity, 6 to 12 columns.

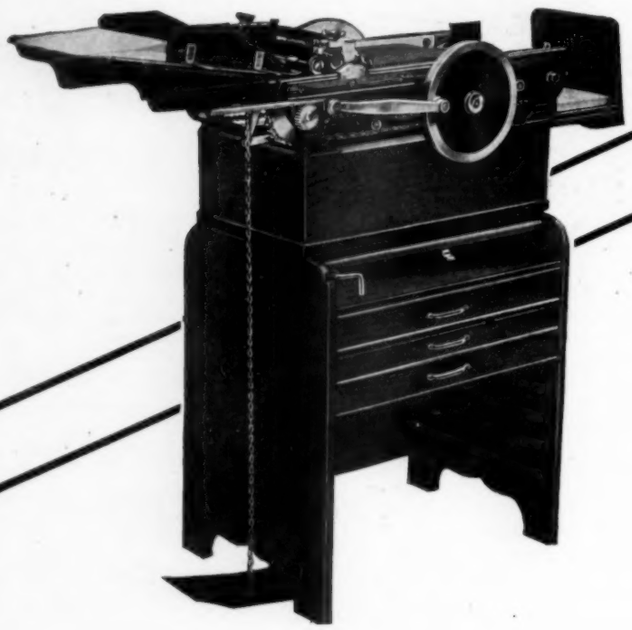
Request Instructive Booklet.
Attractive Agents' Proposition.

ARITHSTYLE COMPANY, Suite 4, 118 East 28th Street, New York

It Slashes Office Printing Bills

The WRITERPRESS with motor attachment

Capacity 4,000 per hour



The Writerpress is a real money-saver. Its entire cost of operation in printing office forms, letters, etc., is too far below printers' charges for comparison.

A Writerpress Model Suited to Every Business

No matter what the business, there is a Writerpress to meet its demands. There is a Writerpress for the concern using 100 letters a day, and there is a Writerpress for the firm using 30,000.

A Complete Letter Writer

The Writerpress is a complete letter writer in every detail. It prints the body, automatically fills in the name and address, and signs the letter, all in one operation. The signature is in a different color.

The Automatic Addressing Attachment eliminates the difficult matching of ribbons for the "fill-in," the most vexatious problem in ordinary form letter work.

Push For Writerpress Sales

and you will reap big dividends. The demand for the machine is found everywhere. You had better get in line.

The Writerpress Company

New York Office
302 Broadway

SHELTON, CONN.

Chicago Sales Office
203 S. Dearborn St.

PATTERSON MAKES APPEAL.

President Robert D. Patterson of the National Association of Stationers and Manufacturers this month mailed to every one of its members a vigorous appeal to "spread the gospel of get together," with special reference to increasing the membership and prestige of the Association. "If every present member will devote to the Association a small fraction of the time spent with each customer," writes President Patterson, "instead of a membership of about 600 it will be 1,000 and more by next October." Special emphasis is laid on the necessity of already beginning plans for the next convention in Springfield, Mass., and a thorough membership canvass is suggested as the first step toward that end.

President Patterson further announces that Traveling Men's Night will be in charge of an entertainment committee composed of the following: Fred L. Coggin, chairman, National Blank Book Company, Holyoke, Mass.; M. E. Heise, Langfield Brothers & Company, Philadelphia, Pa.; Harry C. Sharpe, Esterbrook Steel Pen Company, Camden, N. J., and Harry J. Tyndale, Eberhard Faber, New York. Any suggestions will be gladly received by this committee. The date for the "Night" is October 13, 1913.

VICTOR MAN LEAVES FOR EUROPE.

Richard Helburn, the jovial Victor attache, left New York recently to take charge of the European affairs of the Victor Typewriter Company. He will make his headquarters at the offices of this concern at International Building, Kingsway, W. C., London, and will make it his business to see that the Victor connections throughout the continent are getting the results expected of them, and will assist them in every possible way to obtain the business. Mr. Helburn until recently has taken care of the export business of the Victor Company, and in this capacity has made many friends for the Victor. He is well known throughout Europe, having spent many years in travel through the continent representing office appliance lines, and he will undoubtedly prove himself a valuable asset to the Victor Typewriter Company.

CRANE MILLS IN MERGER.

Crane & Company, Dalton, Mass., have taken over the paper mills owned by Crane Brothers of Westfield, Mass., and purpose a number of radical changes in the business. The linenoid and tablet departments will be discontinued, it is expected, as well as the manufacture of bank ledger and linen record papers, the plant being devoted entirely to Japanese linen and other all-linen lines for which the company is noted. The Westfield Mills are prominent in the trade, having been conducted for more than 40 years by the late James A. and Robert B. Crane.

The lift you give the other fellow boosts your own climb.

As Good as Any—Better than Many

JOHN ALLEN & CO.

478-480 Pearl Street, NEW YORK

Manufacturers of

Carbon Paper

Typewriter, Pen, Pencil and Full Carbon.
Guaranteed Non-Smut.
Long-lasting, Clean Writings

Typewriter Ribbons

For all makes of machines. Will give best service and insure satisfaction to users.

Write For Samples and Prices.

THE

MULTIPOST

Saves money affixing postage stamps and preventing their misuse

¶ **Efficiency** and Durability **PROVEN** by 5,000 users and two years use.

¶ **Unlimited** as to size or form of mail, will stamp anything anywhere.

¶ **Light** enough and **strong** enough to meet every requirement.

¶ **No** complicated mechanism or troublesome wicks.

¶ **Patented** spray moistening assures being **always ready** for instant use.

¶ **Can** be locked against use except by authorized person.

¶ **Positively** accounts for every stamp. Protecting employer and employee.

Write for free booklet telling how to judge a stamp affixer or for ***free trial*** *of Multipost* ***in your office*** *without any obligation on your part.*

MULTIPOST CO., Rochester, N. Y.

Hotel Charlevoix

Detroit, Mich.

A 200 room hotel, completely furnished and equipped. 150 rooms with private bath. An Ideal Location. Absolutely Fire Proof. Rates, $1.00 and $1.50 without bath, $1.50 up with bath.

GRINNELL BROS., Props.

Rene G Hoag, Mgr.

"Dictaphone Dollars"

is the name of our new book. It offers conclusive proof that the Dictaphone pays the man who sells it just as well as it pays the man who uses it.

Telephone or write to our Nearest Branch, or, better yet, call:

ATLANTA - - - - 132 Peachtree Street
BOSTON - - - - - - 174 Tremont Street
CHICAGO - - - 101 N. Wabash Avenue
DALLAS - - - - - - - 1403 Main Street
DETROIT - - - - - - 54 Lafayette Blvd.
MINNEAPOLIS - 422-424 Nicollet Ave.
NEW YORK - - - - 89 Chambers Street
PHILADELPHIA - 1109 Chestnut Street
PITTSBURG - - - - - 101 Sixth Street
SAN FRANCISCO - - 334 Sutter Street
ST. LOUIS - - - - - - 1008 Olive Street
TORONTO, CAN., - - McKinnon Bldg.

And in all Large Cities.

Write for catalogs and full particulars, and a complete list of all branches, one of which may be nearer to you than any of the above, to

THE DICTAPHONE

(Registered)

Box 104, Tribune Building NEW YORK

Columbia Phonograph Co., Gen'l Sole Distributors

Exclusive selling rights granted where we are not actively represented
Positions open in several of the large cities for high-grade office specialty salesmen.

Salmagundi—

Miss Wilson Wins in "Flattery Test."

A feature of the recent fourteenth annual convention of the National Shorthand Reporters' Association in New York was the speed demonstration given by Miss Florence E. Wilson, fresh from her Spokane triumphs, on the Underwood typewriter. For five minutes Miss Wilson wrote from the matter used in the shorthand contest at the 200-rate of speed. In actual figures she wrote 581 words in that time, achieving an average of 116 words a minute—more than ten strokes a second. Her ease and coolness in the most difficult passages won her many a round of applause at the conclusion of the test.

An amusing feature of the occasion was the succeeding speech of John R. Potts, a prominent New York reporter, which Miss Wilson was also asked to take down on her machine. His remarks were both graceful and exceedingly flattering to "the charming young lady with the brown eyes," of whom he said that he should be greatly surprised if New Yorkers should permit her to go home to her far western ranch without a "nuptial proposition" at a very early date. If so, he added, every rival would be on hand at the moment of congratulation to shower the happy couple with rice and bridal presents. At this point a perfect bedlam of cheers and good humor broke into the speaker's velvet periods, throughout which, however, Miss Wilson continued to write as imperturbably as if she were recording a government census report—a fact which elicited renewed applause and laughter from the spectators.

It is tolerably plain that it takes rather more than a New Yorker's florid compliments to disturb the equanimity of this self-possessed young woman. No doubt, however, she quite appreciated them—as well as all the good wishes which helped to pleasantly speed her journey back to the scene of her great victory.

Hall and His "Houn' Dawg."

They tell this story on J. B. Hall, Manager of the Addressograph Company, Chicago, and one of the esteemed members of the Indiana Society.

When Hall was a boy he lived in Evansville, Ind., and he owned an old army rifle and a long, lank hound. There is still a tradition around Evansville that Hall could hit anything on foot or on wing. Of course the bigger it was the easier it was for him to hit. The hound is supposed to have been an ancestor of the one made famous by the poet of Champ Clark, but Hall's dog was never kicked around. His misfortunes were purely accidental.

One day Hall was going across the field in pursuit of a rabbit. The rabbit went through the lower rails and the hound skimmed the ninth one. In his momentary excitement Hall pulled the trigger and the bullet from the rifle made a clean, clear hole in the hound's tail. It struck the end of the bone and glanced off at a right angle. As the hound switched his tail the air going through the hole at the angle made a shrill whistle. The strange part of it was that the sound of it was almost exactly like Hall's whistle for the dog so that every time the dog jumped and swung his tail he thought Hall whistled for him and would come to a dead stop. Of course his usefulness as a hunting dog was gone.

It is not related what became of the rabbit.

Little Nettie and Her Resourceful Auntie.

When father and mother take little Nettie out for a Sunday afternoon stroll, one of the great unsolved problems of the universe is how to keep little Nettie's garters from slipping down. More often than not, in these carefree days of half hose and bare baby knees, there are no garters at all, and it's almost as much fun as going barefoot—for little Nettie, if not for solicitous dad. It really would seem that our merry civilization were going in for the simple life on all fours, with the Greek ideal of naive and healthy childhood just around the corner.

But all this would be a mistake, and because it is a mistake there is a place in this column for the glee of little Nettie and the shocked proprieties of her Aunt Sally, who meets her on the boulevard. For Aunt Sally, for all her years and sensibilities, is right up to the minute in inventiveness and the timely ingenuity to seize an opportunity. She happens to have a bottle of Carter's Photo-library Paste in her pocket, to use in the family scrapbook, maybe. Before father and mother quite know what she is about, she is down on her knees, dabbing the paste on the inside of both of little Nettie's reluctant stockings. Then she pulls them up, and if you know anything about photo-library paste you know how firmly they stick to the surprised baby. We can now walk the boulevards in sobriety, thank you. Another veteran office appliance has found a new use.

For the truthfulness of this incident, we refer the trusting reader to the Septemb columns of The Scribe, the enterprisin house organ of The Carter's Ink Company. We have given it a setting and dramatis personæ, but the facts are vouched for. It may well be that in future the American belle, whether of Broadway or Tombstone, Ariz., will insist on equipping her boudoir with one of these useful little bottles. For, all the poets to the contrary notwithstanding, little Nettie will grow up, and the problem of support at all ages in good society is much more than an economic one.

"From a Touch Operator."

The following letter was recently received at Little Rock, according to the humorous column of the Underwood News.

"No doubt you will be surprised to get this letter. But you will see for yourself that I am tempted to write you. I have come to see you, but not in person of course, but just in this letter. I want you to do me a favor. Won't you do me a favor? Just $25 is all I ask. Then I will be satisfied the rest of my life not to borrough but just give it to me for accommodation. Just to make one poor girl happy. Then to know that you have made one happy. What a joy to me it would be. I want to take a course in shorthand. The course only costs $15 (dollars) but of course I will have to have some clothes. Wouldn't it be nicer to be a stenographer than to housekeep?"

Whether or not the applicant got her $25, including clothes, she certainly has a bright future ahead of her as a writer of "follow-up" advertising. Her letter, with its dash of real pathos to relieve the humor, is certainly worth space rates, to say the least.

Mark Twain on Advertising.

When Mark Twain in his early days was editor of a Missouri paper, a superstitious subscriber wrote to him saying that he had found a spider in his paper, and asked if it was a sign of good or bad luck. The humorist wrote his answer and printed it: "Old Subscriber—Finding a spider in your paper is neither good nor bad luck. The spider was merely looking over your paper to see which merchant is not advertising, so he will know where the other spiders have got their webs up."—Southeast Missourian.

Dalton ADDING MACHINE

Fastest for the Expert
Fastest for the Novice

"The Machine That Does Things"

A machine that simply adds and lists is *good;* but a machine that not only adds and lists—but performs all manner of business calculations is infinitely *better.* Such a machine is the Dalton. With a Dalton multiplication becomes as easy as plain addition.

A Dalton will add, subtract, divide, multiply, crossfoot, compute interest, figure payrolls, make out monthly statements for customers, bank deposit slips, change sheets, extend bills, pro-rate, verify invoices, foot trial balances and check postings, figure percentages, discounts, costs, handling fractions as readily as whole numbers—all with mechanical infallibility and lightning speed, coupled with an intelligence that is almost human.

ONLY TEN KEYS

A ten key key-board is responsible for Dalton simplicity, rapidity and accuracy of operation. Only ten keys to finger makes touch operation easy. No other adding or calculating machine, listing or non-listing, approaches the Dalton in rapidity of operation. Its record of 67 items in 50 seconds has never been equaled.

Generally, such speed is unnecessary for every-day use, but a twenty-five to forty per cent additional reduction in working time in handling the details of accounting certainly counts with telling effect when the work is done under high pressure.

The Dalton is a visible writer. The figures are in plain sight. A "blind" adding machine *today* is as antiquated in principle as the "blind" typewriter.

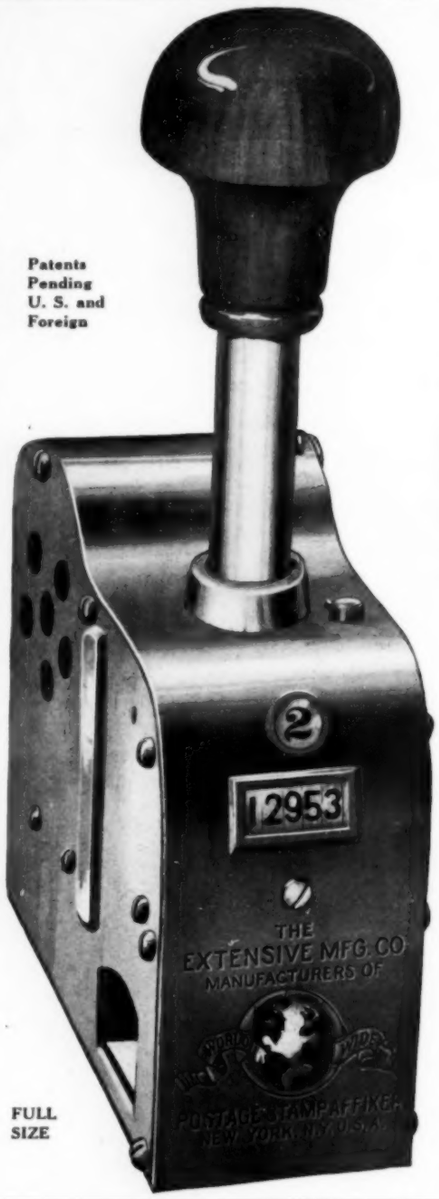
The Dalton prints without adding—adds without printing—corrects either before or after printing—has a designating key. There is no end to the short cuts it effects in business where figuring is a part of the day's work.

Thousands of satisfied Dalton users from Maine to California—from the Twin Cities to Galveston—will vouch for this. No business is so specialized in its nature that a Dalton can't help it—no business is so small that the cost of a Dalton becomes an expense.

"Half a Hundred Reasons" is the name of our most recent booklet, but it tells specifically what the Dalton means to your business. Write for it—and other worth-while literature—TO-DAY.

The Dalton Adding Machine Co.

412 Water Street **Poplar Bluff, Mo.**



Patents Pending U. S. and Foreign

FULL SIZE

The World Wide Stamp Affixer

HERE TO STICK

The only absolutely pilferage proof machine made

It is a **universal** machine which will handle any postage stamp used **throughout the world** without any adjustment whatever. And we are prepared to prove every claim we make for this machine.

TEN GOOD REASONS

Why the World Wide Stamp Affixer is ten years ahead of all others

1st. It's **UNBREAKABLE,** made entirely of **PRESSED STEEL**
2d. You **CAN SEE** where you are **AFFIXING** the **STAMP**
3d. **WILL** handle **ANY KIND** of **PERFORATIONS**
4th. **WILL** handle stamps **ROLLED LENGTHWISE**
5th. **WILL** handle stamps **ROLLED SIDEWISE**
6th. **WILL** handle **THE LAST** stamp in the **ROLL**
7th. **WILL NOT** register, **UNLESS** stamp is **USED**
8th. Registers **UP TO 100,000**
9th. Its weight is **ONLY ONE POUND**
10th. It is **ABSOLUTELY PILFERAGE PROOF**

The World Wide Stamp Affixer is a perfected article. Its place is found in every business. It is just the machine that you need in yours. It saves its cost in time and stamps in a short while, and in the course of a few months or a year means a substantial return on the original investment.

Write us today for details.

Sole selling rights for valuable territories throughout the United States and Canada are open to salesmen who will furnish adequate commercial reference as to integrity and ability.

The Extensive Manufacturing Company

90 West Street, New York, N. Y., U. S. A.

GUARANTEE

This **World Wide Stamp Affixer No.**_____ is **Guaranteed** for **One Year** from date of **Purchase,** against **All Mechanical Defects** and **Poor Workmanship.**

It is **Understood,** however, that the **Wearing** out of the **Wicks** or **Felts** are **Not Included** under the **Above Heading.**

The Extensive Manufacturing Company

J. H. BURT, President B. F. ARNOLD, Sec'y and Treas.

Dated New York, N. Y., _____ 191

Pittsburgh Visible Model No. 12

Has the Most Characters (88) and the Most Character

The Easiest to Operate--the Handiest to Clean--the Simplest in Construction

Investigate

Pittsburgh Visible Typewriter Co.

Union Bank Building : : Pittsburgh

A Perfect Copy

Silk Gauze Ribbons & Carbons
made by
Columbia Ribbon & Carbon Mfg. Co.
111-113 West Broadway - New York, U.S.A.

You would like the way we do business

Silk Gauze typewriter ribbons are made of the very best materials and by the most skilled workmen. They erase cleanly and without blurring or spoiling the letter. Silk Gauze carbon paper is clean under the eraser and will not wrinkle in the typewriter. Stenographers and office workers like Silk Gauze carbon paper and typewriter ribbons because these products facilitate good work. Dealers like them because they make satisfied customers and bring repeat orders.

NEW YORK BANQUET JAN. 20.

Announcement of plans for the annual banquet was made at the monthly meeting of the Stationers' Association of New York, held at the Arkwright Club, Monday evening, November 18. The date selected is Monday, January 20, at Delmonico's, and the tickets will be $5 each, ladies to be among the honored guests. Delmonico's was chosen as a result of the increasing interest taken in this event and to be sure there was enough room provided for those attending. Two floors will be given over to the banqueters. Prominent stationers from many parts of the country will attend, and a select list of speakers has already been secured. In addition, several surprise features of the program are assured, and in every way the banquet of 1913 may be confidently expected to live up to the best traditions of the organization.

Another interesting event of the monthly meeting was the appointment by President Rogers, on resolution adopted, of a new committee on trade customs—whose recommendations are expected still further to cement the unity of spirit and action which has made the New York Association so influential and useful in the national trade. The committee includes:

Blank Books: W. C. Bardenheuer, Boorum & Pease Co.
Inks: L. E. Williamson, Thaddeus Davids Co.
Pencils: John M. Ready, Joseph Dixon Crucible Co.
Pens: W. I. Halsey, Esterbrook Pen Co.
Paper: E. E. Wright, Miller & Wright Paper Co.
Retailers: Nelson Macy, John Brewer, Chas. A. Lent.
Jobbers: Jas. H. Einstein, Tower Mfg. & Novelty Co.
Engravers: R. E. Noble, R. E. Noble Engraving Co.
Binders: Chas. A. Stratton.
Lithographing: Otto Hildenbrand.
Printing: Mr. Schalkenback, J. C. Rankin Printing Co.
Card Board: R. C. Loesch.

Following a resolution of sympathy on the death of Du Monte A. Whiting, L. D. Bement of the Dennison Manufacturing Company gave an interesting stereopticon address on the progress of that company since its foundation in 1843 as a small factory at Portland, Me. His address was closely followed and warmly applauded at its conclusion.

OFFICE FURNITURE DEPARTMENT PUT IN.

The S. G. Adams Stamp & Seal Company, 412 North Sixth Street, St. Louis, Mo., has just installed a complete office furniture department under the management of E. A. Holscher, who has been connected with the Buxton & Skinner Stationery Company for the last seven years.

The company have secured the selling agency for the lines of the Commercial Furniture Company of Chicago; Macey filing cabinets and sectional bookcases, and the Milwaukee Chair Company's chairs. They are devoting a sample room 40 by 150 feet to the display of these lines.

BUYS COAST TYPEWRITER BUSINESS.

Carl Salbach, who has just purchased the business of the Pacific Typewriter Company, 107 Montgomery Street, San Francisco, is known along the entire Pacific Coast as a salesman of the old school, whose mind and method are open to the best in the new. His company is agent for the Hammond and Sun typewriters and also deals in rebuilt machines of all makes. Mr. Salbach, true to his reputation for energetic progress, has already enlarged the business greatly, establishing a wholesale department which promises to be one of the most distinctive office appliance centers on the entire coast.

A pioneer California typewriter man, Mr. Salbach began with the Remington Company. A little later he became Los Angeles manager for the Smith-Premier, holding this post for seven successful years, until assuming the San Francisco managership for the same company. At the consolidation of Remington-Smith Premier interests he was chosen by the company for special school work in the Golden Gate territory. About this time he also made several fortunate investments in Imperial Valley land, but the call of the typewriter game was insistent, and he has now disposed of all his realty holdings to devote himself to building up the business of the Pacific Company.

CARL SALBACH.

QUAKER CITY ELECTION.

The Philadelphia Stationers' Association elected the following officers at its monthly meeting October 10, in the Green Room of the Bellevue-Stratford Hotel:

William H. Brooks, president; H. A. Prizer, vice-president; L. A. Hawkes, second vice-president; Dr. Philip Jaisohn, treasurer; Sidney J. Burgoyne, secretary.

Executive Committee—Frank R. Welsh, chairman; Roland Altemus, A. Pomerantz.

PLAN FOR CHICAGO BANQUET.

Plans are already afoot for the annual banquet of the Chicago Stationers' Association, to be held Saturday evening, January 11, 1913, at the Congress Hotel. The excellence of menu and program, traditional in the Association, is already assured, and a large and enthusiastic outpouring of "Chicago spirit" is confidently expected. William P. Williams will again act as toastmaster, a fact which guarantees an efficient and graceful handling of the evening's festivities.

The following correspondence between William Rodiger of the Association, and Mr. Williams, covers the ground so thoroughly that Office Appliances is glad to reprint it, with the hope that Mr. Williams will long continue to respond to similar "commands":

The Command.

Mr. William P. Williams,
Chicago.

Mr. Dear Mr. Williams:

By a unanimous vote of the Banquet Committee (as a member of the Chicago Stationers' Association) you are again "commanded" to assume your duties as Toastmaster for the Annual Banquet to take place on Saturday, January 11, 1913, and I hope there is nothing to interfere with this arrangement.

Trusting you are enjoying good health, and with kind regards, I remain,

Yours very truly,
William Rodiger.

The Acceptance.

Mr. Wm. Rodiger,
City.

My Dear Rodiger:

Yours of the 5th inst.—Election Day Bulletin—announcing my election once more to the highest honor in the land, received, and I beg to thank my constituency for their gracious action. I am making up my cabinet now, and Rodiger, Mayer, Stevens and Gibbs are slated for the best jobs in the books. Just say what position you want, and it is yours. Along about 8 o'clock and on Saturday night, January 11, 1913, I think the "Department of the Interior" will be the prize job of all. However, choose what you prefer, and pass on the privilege to the rest of the faithful, and I will be on hand to preserve order.

Sincerely yours,
William P. Williams.

MacALPINE RECEIVES TRAVELING BAG.

As a slight token of esteem the Chicago force of the Royal Typewriter Company presented Mr. MacAlpine with a handsome black walrus traveling bag fitted with a complete outfit, as well as a set of strikingly engrossed resolutions signed by every member of the Chicago sales force.

The presentation took place just before Mr. McAlpine left to assume the position of Supervisor of Branches, with headquarters at the New York office.

GOES TO BERLIN.

Frank Ingham, who has been in charge of the Foreign department at the Detroit office of the Burroughs Adding Machine Company for several months, sailed for Europe October 15 on the S. S. Kronprinz Wilhelm. Mr. Ingham visited the Burroughs London office for a few days, and then went to Berlin to work with Mr. P. G. Bender of Glogowski and Company in connection with the Burroughs business throughout Germany and Austria-Hungary.

It takes a man of courage to do all his own thinking.

Goodrich Platens have made Good

Always—all ways

The outcome of many years of

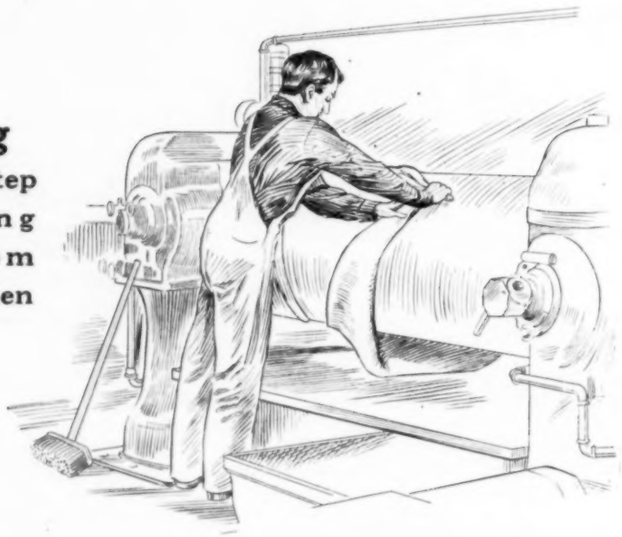
Ours and Users' **Experience**

Twelve standard degrees of hardness—to your order

Let us tell you

The B. F. Goodrich Company
Akron, O.

Milling
Another step in the long road from tree to platen



Printers Who Know How

to employ their art to the best advantage can produce steel engraved securities of the highest quality with the use of

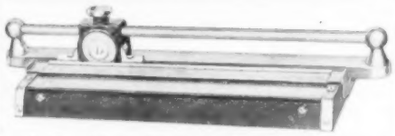
"K. B." BLANKS

They are made like money. They look like money. They feel like money. Crisp currency—that's the dea. Therefore, dealers and investors prefer them. The only line of steel engraved blanks on the market. Do not confound them with lithographed blanks.

Samples and prices on application

Kihn Brothers Bank Note Engravers
99-103 Beekman Street New York

The MIHILLS Automatic Envelope Opening Machine



A Combination of Highest Efficiency and Absolute Simplicity

Made under highest class skilled workmanship, perfect in every particular, beautiful in design and finish. ¶ The cutting blade is made of the best thin wafer steel with a spun wire edge. The blade will easily last a year or more. Dull blades can be removed easily and sharpened, or new ones can be supplied at a nominal cost. ¶ This machine will pay for itself in thirty days in time saved. Capacity per hour unlimited.

We want agents in every city in the United States and Canada. Dealers will find this little machine a big money-maker. Write us today on your letterhead for information—don't lose a minute—you may be too late tomorrow.

The Mihills-Allegretti Co.
GENEVA, N. Y., U. S. A.

STATIONERS JOIN ASSOCIATION.

That the Omaha Convention of the National Association of Stationers and Manufacturers is proving a powerful and continuously effective influence for uniting the members of the trade more closely, is shown by the rapid strides in membership which the Association is making since that great gathering. The following list of recent accessions to its membership is a tribute to the advantages of such a connection no less than to the active missionary work done by the members at the Omaha meeting:

The Bigelow Binder Company, 106 East Nineteenth street, New York city.
Boston Fountain Pen Company, 319 Washington street, Boston, Mass.
Alvah Bushnell, Jr., Philadelphia, Pa.
The Columbus Blank Book Company, 317 South High street, Columbus, O.
J. P. Cooke & Company, 1113 Farnum street, Omaha, Neb.
H. E. Decker, Box 135, San Francisco, Cal.
Eugene Dietzgen Company, 218 East Twenty-third street, New York city.
Durham Book and Stationery Company, 112 West Main street, Durham, N. C.
The Evande Company, 12 Plant street, Utica, N. Y.
Simon Fink, care of Tower Manufacturing and Novelty Company, 306 Broadway, New York city.
The Franklin Press, 112 West Third street, Pueblo, Colo.
Globe-Gazette Printing Company, Wahpeton, N. D.
W. T. Halven, representing Gunther-Wagner, Hanover and Vienna; New York office, 26 Stone street.
Jewell & Company, Inc., 1302 Filbert street, Philadelphia, Pa.
D. Jonas, care of Tower Manufacturing and Novelty Company, 306 Broadway, New York city.
June Press, Syracuse, N. Y.
George W. Marsh, Box 705, Kansas City, Mo.
The McManus-Troup Company, 712 Madison avenue, Toledo, O.
The McNeil Company, Phoenix, Ariz.
National Desk Company, Park avenue, Herkimer, N. Y.
James O'Donnell, care of O'Donnell Bros., 826 Union street, New Orleans, La.
The Philadelphia Trading Company, 1214 Arch street, Philadelphia, Pa.
Roberts Numbering Machine Company, 710 Jamaica avenue, Brooklyn, N. Y.
Sikes Chair Company, Twenty-third and Passyunk avenue, Philadelphia, Pa.
L. G. Sloan, Koh-i-noor House, Kingsway, W. C., London, England.
Angy B. Thomas, care of Eberhard Faber, 37 Greenpoint avenue, Brooklyn, N. Y.
Wagemaker Company, South Market avenue, Grand Rapids, Mich.
W. H. Wallace, care of Tower Manufacturing and Novelty Company, 306 Broadway, New York city.
Edward H. Walsh, care of Tower Manufacturing and Novelty Company, 306 Broadway, New York city.
Watson Manufacturing Company, 63 Taylor street, Jamestown, N. Y.
Whiting-Patterson Company, Eleventh and Race street, Philadelphia, Pa.
Roy F. Williams, care of Williams Printing Company, Nashville, Tenn.
Willson Stationery Company, Winnipeg, Canada.

PRINTER-JOURNALIST CELEBRATES.

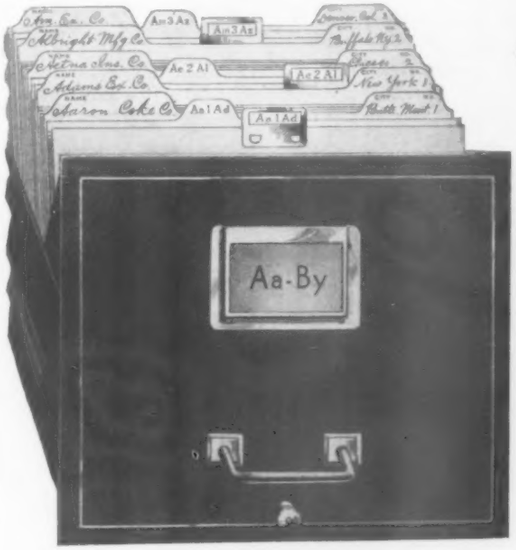
The close of this year marks the completion of the twenty-fifth year of journalistic life by the National Printer-Journalist, under the same editorship—a record which appears to be unique as well as noteworthy in the field of printing trade publications. B. B. Herbert, founder of this magazine, began its publication in 1887. The approaching anniversary has been made by the journal the occasion of sending out a pretty little announcement, including two excellent likenesses of its founder and a brief statement of chronological fact.

Frequent rebuffs are the price of courage.

You are losing ONE-Half the EFFICIENCY of Your Vertical Files

YOU may think your filing clerk incompetent, when you have to wait and wait for important letters in the files requiring immediate attention. Mail the coupon below—we will then *prove* that the indexing of your vertical files can be *simplified,* and the annoyance of *mis-filing, lost time* and *patience* can be done away with by our new

Art Metal
"Twin-Index"



A simple and sure method of filing papers vertically *without mistakes—found instantly* when wanted.

Called "TWIN-INDEX" because it combines *all* good points of both Alphabetic and Numeric filing.

You *file* by number—the quickest and safest way. You *find* by alphabet—look for name, the easiest way.

Exclusive features: Folders for regular correspondents have *two* tabs—one for name, one for address and number of guide behind which it is filed. Folder and guide tabs are *same* height—all in distinct positions. Name, address, index and number all on one line and equally visible. Guides and Alphabetic folders have alphabet in *black* and numbers in *red,* easily distinguished.

Study It!

Note that all writing and indexing is on one line and perfectly visible. All folders behind a guide have *same* number as guide—an excellent check against misplacement of folders.

"Art Metal"
Supplies for Filing Systems

will be found equal in excellence to our Steel Cabinets—*"The Supplies That Last Longest."* As pioneer makers of modern filing cabinets, we are now placing on the market a line of vertical and card index supplies that fulfills the requirements of business today. Catalog 800A, with prices, sent on request; also describes sectional steel transfer cases.

We have an interesting proposition for dealers.

Art Metal Construction Co.
Jamestown, N. Y.

Originators and Largest Makers of Metal Furniture

This Coupon brings a book to you.

handsomely illustrated in colors, with prices, explaining the uses of "TWIN INDEX" and other supplies for your business. It will demonstrate how to remedy your filing troubles. Mail it today.

Art Metal Construction Co.,
Jamestown, N. Y.

You may send me Catalog 800A with prices.

Name .....

Address .....

.....

OLIVER COMPANY ENLARGES FACTORY

New Buildings Added to Big Woodstock Plant.

TO DO something worth while and to take interest in the doing and pride in the results—what more, indeed, can one ask? It is a fine thing for a man to do his work like a boy—with the enthusiasm he put into the building of his first boat or piecing together a wonderful bob-sled whose completion would mean a winter's sport. Of such freshness and clean spontaneity is the enthusiasm of the Oliver typewriter people in office and factory.

OFFICER PRINTYPE—Big sign over one of the new buildings of the Oliver at Woodstock. Note height of principal figure in comparison with men upon it.

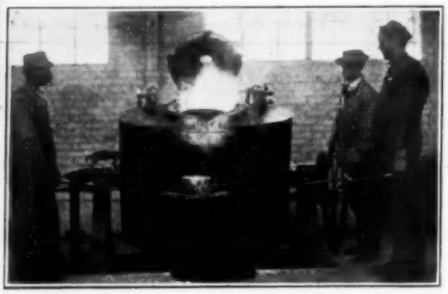
For some years the Oliver typewriter factory at Woodstock, Ill., has been the town's most prized possession. Under one roof are several acres of ground, for the factory has retained its light and fresh air by growing laterally instead of perpendicularly. To get a picture of the plant, therefore, that would give adequate expression of its bigness, one would have to take it from a balloon or an aeroplane. This is even truer now than heretofore, because the company has recently added several new buildings to its already extensive plant.

The New Buildings.

The completion of new structures has brought about a certain readjustment of departments resulting in the more convenient distribution of the work. A large addition east of the main plant, but immediately connected with it, is devoted to the polishing and plating departments. This structure, in common with others, possesses a saw-tooth roof of the newest type of construction, giving almost perfect overhead light and ventilation. Two sides of this addition are made up almost entirely of windows. The building, like the others, is of steel and concrete, even to the frames and sashes of the windows.

Polishing and buffing machines naturally create injurious dust, but here a 100-horsepower motor operates a series of powerful exhausts, one for each machine, that carry off all dust and leave the air as pure as that of outdoors. This dust is passed through big pipes to a small building, where it encounters and passes into a sheet of water, none of it escaping into the atmosphere. The new polishing and plating plant is 83 x 100 feet, and is equipped with everything up-to-date.

The company has just erected a new foundry, 60 x 83 feet, just west of Assembling Room No. 2. This is equipped with a full complement of modern appliances for the best accomplishment of the work. One of the most interesting features of this foundry is a new crude oil blast furnace for melting the metals. This is shown in one of the accompanying cuts. It is declared that this furnace is a wonderful saver of fuel bills; that it does its work quickly, is easily handled and economizes room.



Foundrymen about to pour molten brass from crude oil blast furnace in Oliver foundry.

The new celluloid and composition department is admirably well lighted and equipped. Here the keys are made which become a part of the finished machine. The wood-working machinery and the tools, supplies and shop equipment of the carpenters, plumbers and steamfitters have been moved from a basement up into a room in the main plant, where better light and air are obtained.

A special room with shower baths and sanitary wash sinks has been added, while an adjoining room contains the men's lockers, etc. One room is fitted up as a hospital, where first-aid appliances are provided and simple emergency medicines, antiseptics, etc.

Throughout the factory are to be found sanitary porcelain drinking fountains. Every precaution is taken to keep the entire plant free from dirt, and indeed, the system adopted is so effective that few if any factories have a better record for the health and efficiency of employes.

Interesting Oliver Notes.

The Oliver organization is much interested in the new "Officer Printype" electric sign on one of its new buildings fronting the railroad tracks. The top of the "officer's" helmet is sixty feet above the ground. Briggs, the cartoonist, created "Officer Printype" and during his brief period of existence he has become a giant fifteen feet tall. Every night he waves a flashing club over a forty-five-foot screen studded with nearly a thousand lights. On the screen the word "Printype" blazes, in letters six feet high. The "officer" himself is most beautifully arrayed in a green coat, white helmet, red belt, white socks and red-topped boots. When he is "lighted up" with his 300 lights—which is every night—he is a gorgeous spectacle to delight the eyes of passengers on the trains and the citizens of Woodstock. "Officer Printype," by the way, has a world-wide reputation. He has been enlarged and his likeness reproduced in oil, copies having been distributed to every Oliver office in the world.

* * *

Jake ("Red") O'Brien, a 135-pound lad who works in the factory, has achieved fame as a wrestler. He recently won out in the elimination contests at the Chicago Athletic Club and stands a good chance to go to the top of the ladder in the lightweight class. Superintendent John Whitworth and the Oliver boys take great pride in him.

* * *

Assistant General Manager Ricord Gradwell received his 15-year service badge in November.

* * *

The A. G. M. Quota Prizes last month produced winners in every subsidiary office in the Oliver service.

"Red" O'Brien, an Oliver worker who has achieved honors as a lightweight wrestler.

At the Oliver Building in Chicago on election night the returns via Western Union and Postal wires were received and thrown on a big screen across the street where all might see them. A thousand people attended the reception, at which refreshments were served. Music was furnished by Krell's Military Band of forty-five pieces.

Indisputable Facts

The "SENGBUSCH"

Self-Closing Inkstand

is the only scientifically constructed inkstand on the market.

Every user of ink knows that unless an inkstand is closed air-tight, ink will evaporate and thicken and become unfit to use within a very short time, and any writing done with ink not perfectly fresh gives poor results.

The "SENGBUSCH" inkstand closes automatically air-tight after every dip, requires no manipulation from one filling to another, SELF-ADJUSTING, INK ABSOLUTELY FRESH all the time.

Ask any live dealer and he will tell you that he has never sold an inkstand that has given the customer such universal satisfaction as the

Sengbusch Self-Closing Inkstand

Hundreds of thousands large corporations, banks, etc., already using them will substantiate the above statement. Hence, the remarkable success dealers are having selling SENGBUSCH Inkstands.

Write for Our Latest Catalog illustrating our Colonial, Oak Mahogany and high grade Cut and Pressed Glass Bases.

Absolutely Fresh Ink at every dip from the center of a closed well and not from an exposed dip-cup which allows evaporation and admits dust and dirt and allows ink to become dirty and thick right at the point where you insert your pen.

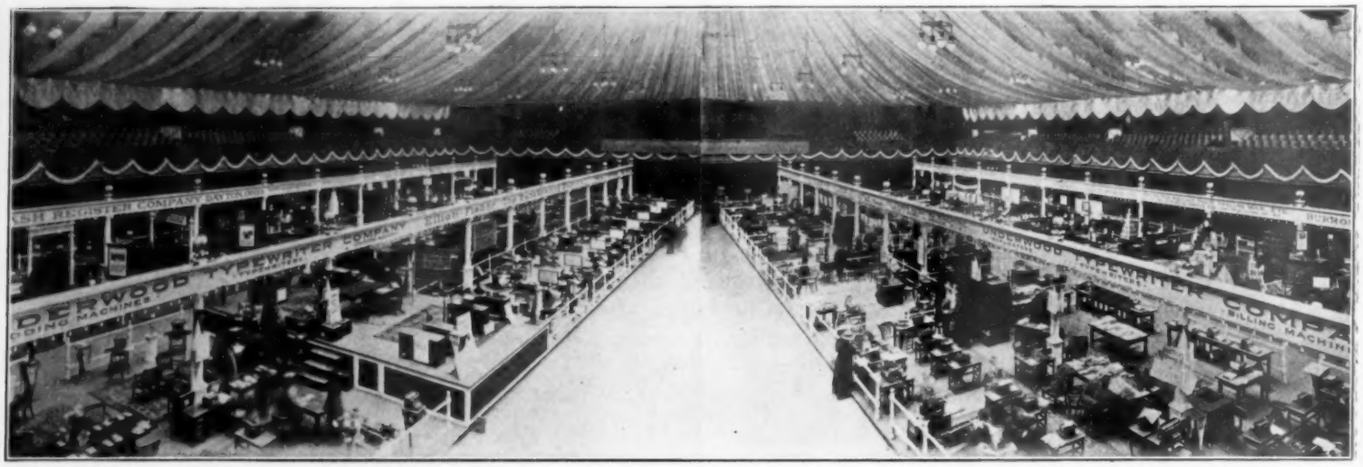
Display Cards and Imprinted Circulars FREE

SENGBUSCH SELF-CLOSING INKSTAND COMPANY

320 Stroh Building, Milwaukee, Wis.

THE FIFTEENTH NATIONAL BUSINESS SHOW

Big Annual Event in New York City Proves Success. Large Crowds View Office Devices Shown.—By Frank Rutherford



BIRDSEYE VIEW OF SIXTY-NINTH REGIMENT ARMORY SHOWING BOOTHS ARRANGED AND BUSINESS SHOW EXHIBITS PLACED.

To hold a show of national magnitude and importance in any other location in New York than Madison Square Garden would have been deemed, a few years ago, an act of folly and one which would have been doomed to disaster and failure almost from the commencement.

When through contemplated building operations, Madison Square Garden was unavailable for holding the 1912 Show, and the annual Business Show Company chose as their location the Sixty-ninth Regiment Armory, between Twenty-fifth and Twenty-sixth streets on Lexington avenue—a place within a stone's throw of the old Garden, they acted wisely and well. The exclamations of wonder and pleasure from the thousands of visitors who attended the show were gratifying to hear. Few had ever visited the Armory before, and they were amazed to find a building, which rivaled in floor space the famous Madison Square Garden by 5,000 square feet. The drill hall roof is one huge span. Around it runs a gallery and the floor was sufficiently expansive to permit of four rows of exhibition space with five aisles. The view as one entered was impressive and attractive.

The booths and decorations were uniform in design and color. White railings surrounded each booth and at the back ran the signs supported on handsome grooved pillars. The signs were in gold letters on a white ground. Beneath the lettering were electric lights one foot apart and in the center of each booth, above the sign, was a festoon of electric lights surmounted by an ornamental electric decoration in the form of a tulip. The general effect of this chaste decoration with its thousands of incandescent globes throughout the four rows of booths was very pleasing and attractive. The roof was decorated with bunting in huge strips and massive electroliers suspended from above, when illuminated added to the general brilliancy of the display. The tout ensemble was highly pleasing and deservedly merited the many encomiums of praise bestowed upon it. "A pretty show" was the unanimous verdict.

The neatness and cleanliness in appearance of the displays and the Armory, the wide aisles and the sense of roominess in comparison with the usual crowded and jumbled appearance of exhibits in Madison Square Garden were noticed and remarked upon by all who had visited previous business shows. Though thousands of people were in attendance, especially on Thursday, Friday and Saturday evenings, crowds which rivaled in numbers those who attended the Garden in previous years, the building was at no time crowded to excess. With the exception of one or two places, where a little congestion appeared, there was generally room enough for one to move comfortably around.

And the attendance? "You will never get the crowds to go anywhere but to the Garden," said the very wise men, but these gloomy prognosticators were doomed to disappointment. In point of fact the Armory is more easily reached than the Garden, and never before had such crowds visited the Armory. The oldest office appliance men, those who had been "on the job" as regular attendants at each show, since the very first, were forced to admit that on the point of location the Armory was just as much a drawing card as the Garden. And they were highly respectable, first class crowds at that, and they all seemed pleased and gratified at the show presented to them. Boys and children were barred, so exhibitors had more opportunity to devote their attention to explaining the advantages of their exhibits. One fact has been demonstrated beyond question or cavil, New York business people will attend the Business Show when held at the Sixty-ninth Regiment Armory as readily as they will at Madison Square Garden.

D'Aquin's orchestra, a most efficient and capable band, discoursed sweet strains from the gallery just above the entrance at intervals during the day and evening, and Miss Gertrude Van Deinse sang songs, which seemed to catch the popular taste by the many encores she received during the week.

All exhibition spaces were occupied with one single exception. The firm's name was on the sign in this booth, but at the last moment they found they were not ready to exhibit their product. The number of exhibitors was possibly not so large as in previous years, but this is accounted for by the fact that many of the exhibitors took large space and that there was no available space for "side shows." The fakir with his brooches, the lightning artist with his black paper and scissors, the candy woman and the pop corn merchant were noticeable by their absence. With the exception of a root beer emporium and a sanitary-cup-ice-water stand, there was nothing but office appliances. It was a pure and simple business devices show, and the management are to be congratulated on the firm stand they took in eliminating from the show anything that would detract from the pure business element of the exhibition.

Special Arrangement for Contests.

The gallery at the west end of the hall

served a useful purpose. There were so many entries for the typewriting contest that the large room intended to be devoted to that purpose was not large enough. From the gallery at the end a number of seats were removed, and the three tiers of floor space were utilized for the purpose of the typewriting contests. Standards for carrying the necessary electric drop lights were erected and provision made for seating with their desks and machines—42 competitors in the contests. This is the largest number of contestants ever entered since Office Appliances offered the $1,000 Championship Cup, and the judge in charge, J. N. Kimball, had his hands full in managing such an assemblage of operators. But he was equal to the task. Kimball knows his business. All the forty odd competitors were seated to each one's satisfaction, and that, bye the bye, is no easy matter. On Tuesday evening the muffler was put on the band, and the whole show, exhibitors as well as visitors, had an opportunity of gazing at the largest number of expert typewriter operators ever gathered together in the world. Hundreds of interested spectators occupied seats in the galleries, while hundreds of others from the floor below watched the speeding fingers. On the gallery in front of the typewriting stand was a huge, gilt-lettered sign, drawing attention to the contest. Here also on Wednesday evening, the Edison Phonograph Company held their contest, and a large number of phonographs and typewriters were brought into requisition. Full particulars of the contests are given elsewhere.

National Cash Register Co.'s Pictures.

Another exhibition outside the regular booths was that of the National Cash Register Company. They utilized one of the many rooms on the ground floor of the armory for the purpose of a moving picture show, and as it was free to all visitors they did a roaring business and catered to full houses. Every demonstration was crowded to the doors and to control the people a special policeman was detailed for that purpose. The pictures shown were in the main kinemacolor, and were of a high order. Both the lecture and the views were apparently much appreciated by all who visited the display.

The Exhibits.

The exhibits themselves were in every respect admirable. Rivals for large space were the Underwood Typewriter Company, the National Cash Register Company, Burroughs Adding Machine Company and the Hammond Typewriter Company.

The Underwood Company had spaces on each side of the central aisle, and in one of them erected a platform on which their fastest operators appeared from time to time and gave demonstrations of their ability to admiring crowds. This was a big advertising card for the Underwood Company.

The National Cash Register Company had a notable exhibit apart from their picture show and provided for the accommodation of visitors a rest room full of comfortable, enticing furniture of which many people were not slow to avail themselves.

The Hammond Typewriter Company had two handsomely decorated spaces on the left and right of the entrance. There were mirrors, palms, ferns, live gold fish in aquariums, to say nothing of a brand new novelty—a new machine, by the touching of a small lever on which it was possible to change the type in the fraction of a second. This was one of the most attractive exhibits at the Show, and we regret that a photograph of it is not available.

The Burroughs Adding Machine Company's large space was well filled with many models of adding machines manufactured by this company.

The Moon-Hopkins Company had a large space in which they demonstrated the wonderful work of their adding typewriter.

Another novelty was shown in the booth of the Monroe Calculating Machine Company and large possibilities await this useful device.

The General Acoustic Company gave demonstrations of their Dictagraph. They had a large wooden booth erected in their enclosure, and this was connected with other booths throughout the Armory. Conversations were carried on in these with the greatest of ease, the marvelous acoustic properties of this instrument being fully demonstrated.

The Ellis Adding Machine Company showed a new machine for the first time.

The Mechanical Calculator Company exhibited their pay roll calculator and the Measuregraph for the first time.

Friend Washburn of the O. K. Manufacturing Company displayed a new inkstand. Other novelties were the Feedograph, the typewriter ribbon refresher, C. W. Jeans Company's combination copying bath and press, the Lettergraph, a new duplicating device, the Austin Adding Machine and several others. The Elliott-Fisher Company had a large exhibit in which they proved beyond cavil that "bookkeeping by machinery" is an accomplished fact.

Business Show a Success.

Now comes the natural question: "Was the show a success?" From the attendance point of view undoubtedly so. The crowds were large and interested. It may be that there were not so many novelties on exhibition as in former years, but that is a condition of the state of the trade, rather than the fault of exhibitors. Interest in the new office appliances is increasing and from every indication there will be more novelties shown next year. The best criticism of the Show's success lies in what the exhibitors thought of it, and the business they were able to secure from it. Without an exception, all the exhibitors were unanimous in stating that they did more business at this show than at any other show at which they had ever exhibited. Those who displayed their manufactures for the first time were more than satisfied with the amount of business done right at the Show, to say nothing of hundreds of prospects developed. I have attended all the shows given in the past and have had the opportunity to personally enquire of every exhibitor what the Show had done for him. Never before has the verdict been so unanimous that this year's Show was the best for business and attendance in the history of the Business Show. This consensus of opinion justifies me in saying that the show was a great success from every point of view. All records were broken in attendance and business done, and the typewriting records added to the general indication of success, for they, too, exceeded the records of any year in the history of typewriting. Prosperity, as proved by the Business Show, is with us, and it behooves us all to make the most of it. Already many of the exhibitors have arranged for space for next year's show, which is a further indication of the success of the 1912 show.

The following is a detailed account of the various exhibits:

THE EXHIBITS DESCRIBED

ARITHSTYLE COMPANY, 118 East Twenty-eighth street, New York, had a very interesting and instructive exhibit. Various models of Goldman's Arithstyle were shown. This is a small, handy, durable computing machine which can be conveniently placed over the amount columns, serving as a guide to the figures. Its manipulation is very simple and its range of work great. The inventor, Mr. Goldman, is an expert demonstrator and in his hands the machine was made to add, subtract, multiply, divide, figure with fractions, compute interest and discount, average account, etc. Its range of work is large. The machine is said to be so made that no one can put it out of order by less than violent means. It is said that its manipulation can be learned in 30 minutes and that, with practice, great speed can be developed. In one corner of the booth was a showcase in which was an Arithstyle, operated by an automatic hand. A guessing contest was held in connection with this exhibit, the prize of a 9-column Arithstyle being offered to the person guessing nearest to the amount shown in the indicator at the close of the show. In connection with the Arithstyle the company displayed examples of their accounting methods and many diplomas which had been awarded to the inventor at several exhibitions in this country and abroad.

AUTOMATIC ADDING MACHINE COMPANY, 319 Broadway, New York, exhibited the "Golden Gem" adding machine. This is a little device which has been on the market for many years, is simple to operate, has the totals always in sight, is portable and accurate.

THE AUTOMATIC PENCIL SHARPENER COMPANY, 37 East 28th street, New York, showed a very full and complete line of pencil sharpening machines. They made a leading feature of the Climax, a machine for general work; the Atlas, a practical as well as ornamental pencil sharpener; the Jumbo, which is an improvement on the well-known U. S. Automatic Pencil Sharpener. The U. S. Automatic was also shown, and the exhibit had always around it an interested crowd. They also displayed a special machine for draughtsmen, which cuts away the wood of the pencil and leaves half an inch of lead exposed.

WALTER F. BARNES COMPANY, 372 Broadway,

New York, had a large exhibit of office furniture of all kinds. In it the firm had many excellent specimens of tables, chairs, desks, cabinets and other requisites to suit every requirement of the busy office man. "Barnes of New York" is a symposium of what is refined and excellent in office furniture.

BARRETT ADDING MACHINE COMPANY, Philadelphia, Pa., displayed the Barrett adding machine in various models—one was for merchants and department store work; the standard model was for general office work, adapted to all classes of work, and the third was the machine with the new multiplying attachment, with all its recent improvements for calculating purposes. It is claimed for this machine that it comprises the highest type of efficiency in adding machines and requires only 10 per cent of energy on the part of the operator, the balance of 90 per cent being perfermed by the machine. The booth was in charge of W. F. Goodlove, assisted by a competent staff, who were successful in selling a number of machines at the show from demonstration only.

BELKNAP ADDRESSING MACHINE COMPANY, 374 Broadway, New York, had a large space in which they exhibited the Belknap Addressing machines for addressing envelopes, labels, bills, pay rolls, circulars or folders of any kind. They also demonstrated the Belknap Typewritten Stencil, which can be made on any typewriter, and produces results like the work of a typewriter. The durability of these stencils was proved on a machine, which ran during the show. Up to the third day one stencil had been printed from continuously and had given 100,000 impressions and was still in good order. Several models of new machines were shown, including a moderate price automatic machine for addressing envelopes, cards, bills, etc. New methods of indexing and making stencils of various makes of machines were also parts of this interesting exhibit.

BURROUGHS ADDING MACHINE COMPANY, Detroit, occupied a prominent booth covering four spaces at the extreme right of the armory. They displayed thirty-six different styles of Burroughs machines, none of which were alike with the exception of several of their new Non-Listing Calculating Machines. Across one side of the booth was a complete display of the Burroughs line of visible models, from a seven-column regular machine to a ten-column machine specially designed for making out monthly statements, and operated by electricity. These machines have a low keyboard, carriage on top and visible printing and dial wheels. Prominent in the Burroughs exhibit was their moving display, which consisted of an electric Burroughs with all the mechanism exposed, operating continuously at low speed. The Burroughs Listing Calculating Machine, designed for rapid multiplication and division, making a record of every step of every operation, proved of great interest. An ingenious arrangement allows the shifting of an item from place to place on the keyboard once it has been properly set up, greatly facilitating both multiplication and division. The Duplex Burroughs in its several forms received special attention. This device enables the machine to accumulate two totals at the same time and with but one keyboard. It has been elaborated so that the carriage will shift at the will of the operator to allow the printing of items in several columns, the carriage returning automatically to the first printing position after printing in columns across the page. Burroughs statement machines of several types were on view. Among the latest improvements was a special device to facilitate the rapid insertion and injection of statements. Several subtracting machines which subtract as readily as they add, marking the subtracted items with a minus sign to distinguish them from the rest, were also shown. One of these subtracting models is especially designed to handle bank statements, and the carriage is so arranged that moving it to a "checks" column on the statement, automatically throws the machine into subtract position. Moving it to the deposit column or the old balance column automatically throws the machine into position to add. Another interesting feature of this machine was the manner in which it cared for overdrafts. When an overdraft occurs the total cannot be printed without shifting the control lever into subtracting position. The overdraft is invariably printed on the statement with "OD" marked after it. This appeals strongly to bankers. Many other machines were also exhibited, each having some distinctive feature different from the rest.

The exhibit was in charge of Ward Gavett, assistant advertising manager, from the factory, and F. S. Wheeler, district manager, New York City. They were assisted by the entire New York selling force, as well as by representatives from Newark, Philadelphia, Scranton, Boston and other nearby territories. Burroughs executives who called at the booth during the show included A. J. Lauver, general manager; F. H. Dodge, sales manager; F. C. Rinsche, superintendent of inventions; E. P. Wenger, auditor; L. A. Hinnick, district manager, Boston; George A. Henrich, sales manager, Philadelphia; D. E. McCarthy, sales manager, Scranton, Pa.; F. J. Peterson, sales manager at Rochester, and several others.

Wonderful display of Elliott-Fisher Machines at the Business Show, whose operation demonstrated "Bookkeeping by Machinery" to large crowds each afternoon and evening. This booth was one of the best managed exhibits in the Exposition.

CORTINA SCHOOL OF LANGUAGES, 1600 Broadway, New York, exhibited their phonographic outfits for the study of languages by the use of the phonograph. Records of all languages are made on phonographs and these are sent to students, thus enabling them to secure correct pronunciation. This company has used this plan of teaching languages in conjunction with the Cortina text books for many years with marked success. This booth was a center of considerable interest.

THE DALTON ADDING MACHINE COMPANY, 32 Broadway, New York, exhibited the now famous Dalton Adding Machines with their new and improved electric drive. One feature of this drive is that one never has to turn it on or off, it performing these functions automatically. The machine may be operated by hand or power. To operate by hand all that is required is to lift the machine off its base. The Dalton Adding Machine is too well known to need comment. Its principal feature is its remarkable simplicity and ease of operation, combined with rapidity. A large staff of operators were on hand to demonstrate the capabilities of the machine, and the inventor himself, James L. Dalton, was present, and from time to time drew crowds who watched with much interest his marvelous dexterity in handling his machine.

F. F. DAUS DUPLICATOR COMPANY, 111 John street, New York, showed their well known "Tip-Top" Duplicator. This apparatus consists of duplicating material on a roll. Special ink is used in writing the circular, which is placed face downwards on the gelatine surface. The writing is thus transferred to the duplicator, and copies are made by passing other papers over the surface. Thousands of these machines are in use. Mr. Daus and his duplicator are well known in the office appliance trade.

THADDEUS DAVIDS COMPANY of 95 Van Dam street, New York, is one of the oldest firms manufacturing ink for writing purposes in the United States. They had a very handsome exhibit, which covered a large space. They displayed inks and adhesives, sealing wax and other office requirements, but they made a leading feature of their world-renowned Signature Ink de luxe. This fluid is made especially for signing legal documents, checks and important papers of all kinds. It is especially adapted for fountain and stylographic pens. Another feature of this exhibit was the handsome show case used for displaying the manufacturers of this company at the Centennial exhibition of 1876 in Philadelphia and since used at the business shows for several years past.

THE DICTAPHONE COMPANY of New York had an interesting exhibit. They showed the new model Dictaphone, which is now recognized in commercial circles as a standard dictating instrument. Shaving machines for eliminating the used portions of the records were also shown, and the booth was tastefully decorated. There was a large staff of demonstrators and operators and the company interested a large number of people in this most useful device for office and general dictation.

ECONOMY BALER COMPANY, of Ann Arbor, Mich., exhibited their steel frame, fireproof Economy Baler press machine for baling waste paper. This machine bales waste of all descriptions and puts it into marketable shape. The press occupies very little floor space, keeps any place clean and sanitary, and one of the most important advantages of it is the elimination of fire risk which the use of the machine makes possible. The machines are made in different sizes for the small merchant as well as for the large manufacturer. They are easily operated, either by hand or motor power. They are stated to return their cost in a very short time outside of their many other advantages. The exhibit was in charge of the New York representative, James McKenna, of 141 West Thirty-sixth street, New York, to whom communications regarding these machines should be addressed.

THOMAS A. EDISON COMPANY, Orange, N. J., exhibited the Edison Dictating machine—a new machine with internal resistance, passed by the National Board of Fire Underwriters. This was the first time that the Dictating machine manufactured by this company has been brought before this board for their approval and the Edison Company have done everything in their power to comply with the board's requirements. The former resistance was placed on the outside of the machine; the new arrangement of flat internal resistance is placed on the inside of the cabinets and completely concealed. The company also showed the new automatic dictating index by which the dictator automatically shows the length of letters, number of corrections, etc. A new design of a station machine was also shown by which the dic...tor could use a dictating machine in a central position in an

Exhibits of many models of Burroughs Adding Machines proved magnet to draw interested crowds at all times.

Remarkable display of National Cash Registers. This picture shows only a part of the large space taken by the National Cash Register Company.

office for the use of correspondents having only a few letters. This is a very substantial desk-like arrangement with folding sides and roll-top steel covers. If it is desired to move the station machine from place to place a lever removes the weight from the legs and throws them on the castors, which enable the whole machine to be easily rolled about. This machine holds twelve records and has a very neat cabinet arrangement. A new steel shaving cabinet was also shown, which consists of the Edison method of removing the shavings by air suction. This cabinet also contains a drawer for surplus cylinders and enclosed motor drive. It is on castors and can readily be moved from place to place. A glass mouthpiece is now used on the majority of Edison dictating machines, combined with a starting and stopping device controlled by the thumb and which is a part of the speaking tube.

This exhibit was very interesting and instructive. Nelson C. Durand, second vice-president of the Edison Company, was in charge of the booth, assisted by H. M. Seely of the Seely Office Appliance Company of 114 Liberty street, New York, who are the New York representatives of this company.

THE ELLIOTT FISHER COMPANY, of New York and Harrisburg, Pa., had a very large space well filled with their wonderful bookkeeping machines. This company has made a special feature of "Bookkeeping by Machinery," and has evolved methods which answer to the full every requirement of commercial houses of all kinds. The Elliott Fisher Bookkeeping machine handles everything that has to do with accounting records from entering of order, billing, sales record, cash record, to the posting of the ledger, proving the work as it goes along, with a proven trial balance always waiting to be taken off whenever wanted. At the same time the ledger is posted and the monthly statements made out. In connection with these machines and their work there is retail billing and wholesale billing, the rendering of monthly bills for retail houses and statements for wholesale houses. The machines do the work and provide the results that the modern business house wants at twice the speed that can be made under the old way by hand and the answer is always in legible machine print. This is the second time that these machines have been shown at the Business Show, last year being the first. During the year since their introduction much development has taken place and many practical examples of actual daily work performed by these machines in many of the largest business concerns in the country were displayed. The machines can handle cards, loose leaf and bound books with equal ease. Another machine was shown, which makes ten copies without the handling of carbon or ink ribbon. They also exhibited the check and voucher machine, which makes the check and voucher and check record and distributes the items at one operation. They also showed their new bookkeeping chair, which is claimed to be the most comfortable chair yet devised for the man who sits at a table or typewriter. All the machines, chairs and bookholders made by this company are on pedestal bases and all of them are manufactured by the Elliott Fisher Company.

ELLIS ADDING MACHINE COMPANY, Newark, N. J., showed seven different models of the Ellis adding machine, including the new adding machine, single and duplex, which was exhibited for the first time. They also showed their electrically driven machines. The Ellis adding machine is claimed to be the only visible adding typewriter that prints its totals. The machine is an 81-key flexible adding machine and a 42-key typewriter with a front stroke, all the writing of which is visible. On this machine it is possible to write as on an ordinary typewriter and add as on an adding machine. Its work is rapid, accurate and reliable. The details of the machine have been already described in the columns of "Office Appliances."

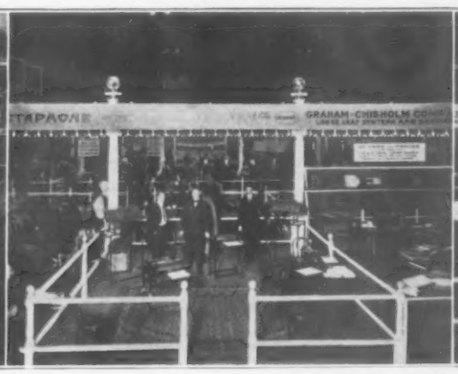
THE FEEDOGRAPH, 1324 Arch street, Philadelphia, Pa., was displayed. It is an attachment for typewriters of all makes. By means of it circulars and form letters are fed into the typewriter by merely turning the platen in the ordinary way. It is extremely useful for filling in dates, names, addresses, making out statements, addressing folders, mailing cards, wrappers and labels, or similar matter not requiring carbon copies. Another model is adapted for feeding envelopes of every kind, as well as index cards and small slips of paper. By the use of this attachment fifty per cent of time is saved as it eliminates the labor and time in picking up separately sheets of paper or envelopes and inserting them into the typewriter. It is strongly and well built and can be snapped on or off a machine in a second's time. By the use of this device 100 to 150 sheets of paper or from 200 to 300 envelopes or cards are positioned by feeding into the typewriter, to the desired margin, in the time usually required for feeding a single sheet or envelope.

In this booth was also shown a device called the Typewriter Ribbon Refresher, which is attached to any make of typewriter and automatically distributes a thin film of fluid to the ribbon throughout its entire length. It is manufactured by the Ribbon Refresher Company, of 54 Murray street, New York, and is made in three sizes for visible typewriters, blind writers and multigraph machines.

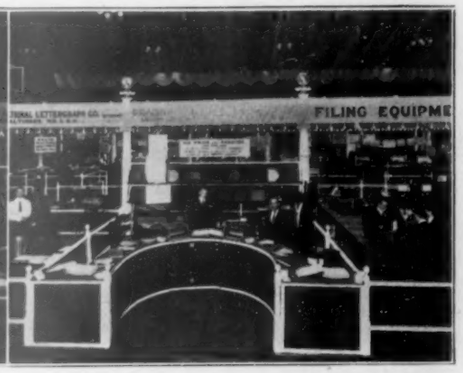
The Simplex Letter Opener was also displayed here. This machine is well known to the office appliance trade, having been on the market for some years. By the depression of a handle it cuts a minute portion from an envelope without in any way damaging the contents, which may then be readily removed. It is manufactured by the Simplex Letter Opener Company, of 258 Broadway, New York.

FELT & TARRANT MANUFACTURING COMPANY, of 350 Broadway, New York, exhibited the noiseless duplex Comptometer. This adding machine is well and favorably known throughout the commercial community. It is a key-operated machine—with no lever to pull. One strikes the keys and the machine does the rest, whether to add, multiply or divide. Fractions are as easily handled as whole numbers. A large number of operators were on hand to elucidate the operation of the machines. The exhibit was in charge of A. J. De

The Arithstyle Computing Machine Company had an interesting display in charge of the inventor of the machine, Henry Goldman.



The National Lettergraph Company of Baltimore showed a new type duplicating machine and accessories.



The Graham-Chisholm Company gave a striking display of loose leaf goods, parts, etc.

Striking Display of the Proudfit Loose Leaf Company drew crowds of interested spectators. "Baby" loose leaf ledger of 2,000 sheets in center.

Beautiful display of Thaddeus Davids Company's inks and adhesives was much admired. Big Centennial show case of '76 in the background.

Berard, of New York, whose energy and activity made the display interesting and instructive.

GENERAL ACOUSTIC COMPANY, 1265 Broadway, New York, had a notable exhibit in a large space. These exhibits consisted of the Commercial Dictograph, the Turner Telephone and the Acousticon, a device which enables the deaf to hear. The company's main booth was connected with two different sub-stations located in different parts of the armory. Under the personal direction of K. M. Turner, inventor of the Dictograph, and J. T. Whitehead, general sales manager, employes of the company demonstrated the Dictograph system afternoons and evenings to large crowds of interested visitors. Toward the last of the week visitors became so numerous that it was necessary to admit them to the booth in relays of twenty-five for each demonstration. The loud speaker, the promptness with which connection was established with the sub-stations, the wonderful clearness of the voice as transmitted by the instrument and the striking simplicity of operation excited keen interest. The demonstrators showed how the loud speaker could be automatically shut off by lifting the receiver from the side of the master when it is desirable that no second person in the room shall hear what is being said from the other end. They also demonstrated how it was impossible for anyone to break in or listen in on the wire when in use or to cut off the user, thus insuring the inviolability of business secrets and immunity from interruption while using the instrument. The features of this system have already been fully and minutely described in this magazine. The company also made a very elaborate exhibit of its various types of Acousticons for the deaf. All the instruments shown were equipped with sound regulators—the company's newest and most important improvement in many years. By means of this regulator each instrument is instantly adjustable to six different degrees of strength, being in this respect the equivalent of six different instruments. The types shown, ranged from those for portable use to the three-cornered instruments used by hard of hearing business men in their offices, at board meetings and in their homes; also the famous church Acousticon now installed in more than 700 edifices through the United States to enable the hard of hearing church goers to hear the sermon and music by lifting to their ears a small receiver connecting the pulpit transmitter with their pews. One day during the show, K. M. Turner, inventor of the Dictograph, gave congratulatory messages from his booth to the winners of the typewriting contests, who took down his Dictograph-spoken words on their machines as he talked.

GEORGE B. GRAFF COMPANY, of 294 Washington street, Boston, Mass., exhibited their "Steel-Tye" expanding envelopes and their Vice Clips. The envelopes are made of red-rope fibre of exceptional strength and durability, secured by a flexible steel clasp, which fastens almost automatically and cannot break or come open. It holds securely whether it contains one or 100 papers. There is nothing to interfere with the filing of the papers, and the envelopes expand with the contents of the package. The envelopes were shown in many varieties. The Vise Clips were displayed in a large glass case, which was piled heaping full of them. They are made from solid steel with nickel finish. They grip both ways—hold papers firmly together so that they cannot slip sidewise. Each clip will hold from two to sixty papers. The booth was in charge of Mr. Graff, assisted by Mrs. Graff.

GRAHAM-CHISHOLM COMPANY, 61 Cliff street, New York, had an interesting display and made a special feature of their Fiberloid index. In this the printing is done on the tab, which is part of the sheet and the tab is then covered with fiberloid, which gives it a varnished appearance and adds vastly to its strength, so that it cannot be detached without destroying the sheet. They also showed their folding sectional post binder, which eliminates the inconvenience of protruding posts and has the distinct advantage of always giving two inches of space for manipulating the sheets. They also showed the G. C. Steel ledger, the metal parts of which are made by the C. S. and R. B. Company, of Chicago, known the world over as one of the largest and best makers of this class of goods. The Graham-Chisholm Company had a very tasty display and their counter arrangement in a semi-circle enabled them to deal with the crowd of interested enquirers, which visited them throughout the show, in a very efficient manner.

HAMMOND TYPEWRITER COMPANY, 537 East Sixty-ninth street, New York, had a very handsome exhibit, tastefully arranged and decorated with palms, growing plants and gold fish in tanks, the latter being a special hobby of Mr. Hammond. For the first time the company displayed the new model Multiplex Hammond in which two styles of type can be used at one time, or type for writing two different languages by merely touching a little lever. As the same machine can be used for 300 different styles of type, it will readily be seen how great the opportunities are for all users of the Hammond to use a multiplicity of type to suit every taste or fancy. By means of this new machine any European or Oriental language can be written without changing the type. They also showed the Universal and other models of the Hammond, as well as a reversible machine for writing oriental and any occidental language, which is always written the reverse of European or American. Much interest was evoked in the balloting which took place for a brand new Hammond typewriter in leather case. This machine was given by the company to the successful person, whose name was drawn from a box before the close of the show.

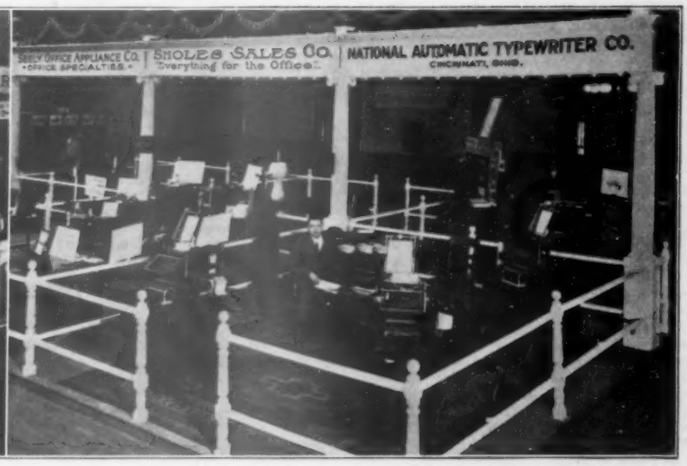
CHAS. E. HIRES COMPANY, 347 Fifth avenue, New York, had a tastefully decorated booth from which

Striking exhibit of pay-roll and other mechanical calculators by the Mechanical Calculator Company.

Display of Economy paper baling machines for waste paper created interest as promoter of economy.

Handsome exhibit of C. E. Sheppard Company's lines the center of an admiring audience.

Varied and Interesting Exhibit of the Tower Manufacturing and Novelty Company of New York City.



Booth of the National Automatic Typewriter Company, which was the scene of much interested inquiry. Exhibits of Sholes Sales Company and Seeley Office Appliance Company seen in the background.

they dispensed to thirsty customers large glasses of much appreciated root beer. The booth was in charge of L. Dreyfuss.

INDIVIDUAL DRINKING CUP CO., 220-228 West Nineteenth street, New York, supplied drinking water to all visitors in their patented paper cups.

C. W. JEAN COMPANY, 116 Nassau street, New York, showed the Jean combination copying bath and press, patented in all countries. The machine consists of a cast iron receptacle with a false bottom, one inch from the bottom of the pan, with cast iron cover. It is used for preparing letter copying cloths in quantities of from 50 to 100 with equal distribution of the moisture on each cloth. Cloths can be prepared in this way within two minutes. The pressure on the cloths is regulated by means of a lever and is adjustable for any quantity of cloths up to 100. The machine can also be used as copying press for the letter book, the latter being placed within the machine, the cloths having been removed to a smaller receptacle, where they are readily available for the day's use. The machine is made in six sizes from 10x12 to 19x24 and is extensively used by firms in all lines of business.

LIBRARY BUREAU, 316 Broadway, New York, had a very extensive exhibit under the charge of J. M. McCord, New York manager, assisted by a large corps of experts. They exhibited filing cabinets, card index systems and a line of steel equipment for cards and all varieties of papers. They also showed roller map cases in both steel and wood for insurance offices, card ledger desks and card ledgers, as well as transfer and section shelves. The many goods were effectively displayed and made a very handsome and impressive showing.

MECHANICAL CALCULATOR COMPANY, 95 Liberty street, New York, displayed the Sloan pay roll calculator with a range of sixty rates and a chart with hourly, daily and weekly basis. It eliminates any lunch period and automatically fixes double pay for overtime or pay and a half and adds up automatically at the end of the week or month, showing the total number of elapsed hours and the amount due at any one of sixty rates. The company also exhibited the Measuregraph Job Cost Calculator, which gives the elapsed time and the cost of any job or operation from five minutes to twelve hours at the rates of from 6 to 77 cents per hour, or fractional rate. The device consists of a steel chart, with a sliding time scale. Both these machines are interesting, extremely useful and likely to find a hearty welcome in any business house which pays wages or desires to ascertain costs of jobs.

MODERN METHODS, a magazine of Detroit, occupied a booth in charge of John Ferguson, the western advertising manager. They showed a complete line of desk books on different business subjects and the business magazine, "Modern Methods."

MONROE CALCULATING MACHINE COMPANY, 141 Broadway, New York, displayed the Monroe Calculating Machine, a newcomer in the office appliance field. This is the first time that this machine has ever been publicly shown, and it has many features of merit to recommend it. Its capacity is such that it may be carried to sixteen places or 9,999,999,999,999,999, which again may be divided into groups or pointed off in decimals. This enables it to take care of the most extended calculation. To operate, one uses regular adding machine keys and it is very quick in action. It will add, subtract, multiply and divide and any results up to the sixteen places may be obtained in a few seconds. The Monroe is low built, very light and compact, weighing less than twenty-five pounds. It may be handled on a desk and readily carried from place to place with but little effort. The machine was demonstrated by Mr. Monroe and in his hands it performed some wonderful calculations in an extraordinarily short space of time. The company also displayed what was claimed to be the first adding machine made in the United States, patented in 1874 by the inventor of the Monroe Calculating machine. This machine was awarded the Scott medal of the Franklin Institute. Another interesting exhibit was what is said to be the first calculating machine made in the United States, patented in 1875 by the inventor, Mr. Monroe.

MOON-HOPKINS COMPANY, of 350 Broadway, New York, had a large space in which they displayed the marvelous Moon-Hopkins combined adding machine, calculator and typewriter. The machines shown consisted of four store models. Nos. 1 and 2 were designed to add, subtract, multiply and divide as well as typewrite. No. 3 added and substracted. No. 4 added. All the models added in four columns and did typewriting. In addition to these machines they showed special machines for pro-rating work, bank statements, department store statements, distribution and automatic tabulating. They also displayed a split platen machine, which gave the details on the tab and posted on the sheet. This exhibit was a highly interesting one and attracted a great deal of attention. The booth was in charge of the New York manager, C. L. Morgan, assisted by L. F. Orr and a large staff. During the show, H. L. Lanphear, sales manager, with headquarters at Chicago, and Henry W. Ball, manager of the Boston branch, visited the exhibit. J. T. Orr, secretary of the company, was also in attendance during the whole show.

THE OSCAR MULLER COMPANY, 32 Broadway, New York, exhibited their well-known Tim and Unitas Calculating machines. These are mechanical calculating devices, which are speedy and accurate in solving accounting problems. Long multiplications and divisions are figured out in the fraction of a minute. Discount, foreign exchange, etc., are calculated in a few seconds, and no calculation is too abstruse, it is said, to baffle this machine. This company has sold these machines to many of the largest firms in the country.

NATIONAL AUTOMATIC TYPEWRITER COMPANY, Cincinnati, Ohio, exhibited a self-operating typewriter, which performs all the functions of a hand operated machine writing real typewritten letters. Each letter is an original and is addressed to a different firm or individual. The machine has a capacity equal to six good operators and the mechanical cost of operating does not exceed 25 cents per day. The machine is stated to be fool proof, demands no attention whatever and is the result of eight and a half years of experimental work and the expenditure of $250,000. The machines in operation did wonderful work at a great speed and were the center of a crowd of interested spectators whenever they were in operation. Their modus operandi have been described in the pages of Office Appliances.

THE NATIONAL CASH REGISTER COMPANY, of Dayton, O., and 1170 Broadway, New York, had a very large and elaborate display of their machines, in fact it was quite unique. It consisted of a complete department store system and the cafe and restaurant controlling registers. These machines were especially featured. There was a complete line of high grade store machines. The booth was decorated with many handsome framed posters and several mechanical displays of an interesting character. One feature which was much appreciated by the public was a large rest room, well furnished with comfortable furniture, which the company placed at the disposal of visitors. On Tuesday afternoon and evening and on every afternoon and evening during the continuance of the show there were given by this company in a special room, motion pictures in kinemacolor in which were shown many views of the Dayton factory, both inside and out, as well as the welfare work done at the works and around the homes of the employes. These included boy's gardens, neighborhood improvements, country club and many other features of great interest. Many slides were shown, which proved that the welfare work of this company is not only right and just, but that it pays and pays well from a dollar and cents standpoint. Hundreds of visitors attended this display and all who visited it came away highly pleased with what they had seen. S. B. Van Horn was in charge of the exhibit, assisted by the New York sales agents and salesmen, and they did everything in their power to make visitors welcome.

THE NATIONAL LETTERGRAPH COMPANY, of Baltimore, Md., exhibited their type setter and duplicating machine. In the typesetter the type drop by gravity into special line cases, which permit of arranging forms to read across the long way of the sheet, if desired. The type holders are of brass and are as useful for distributing the type as for setting it up. The Lettergraph is a flat bed machine and the type form is locked in a steel chase by special quoins. It is operated by hand and prints and ejects a letter from the side every time the platen passes over the type. The carriage is constructed in one piece and runs very freely and easily. The machine will print 2,000 copies per hour, it is said.

OFFICE APPLIANCES, 417 South Dearborn street, Chicago, had a large space nicely and comfortably furnished in which welcomes were extended to the hundreds of visitors who came to grasp the hand of the genial editor, Evan Johnson, whose visits to New York City are stated by his many friends to be by far too few and far between. He was assisted by Office Appliances' New York representative, C. H. Everly.

O. K. MANUFACTURING COMPANY, Syracuse, N. Y., showed their well known line of Washburn's O. K. paper fasteners, and Frederick's patent sanitary eraser for pencil and ink. They also displayed a new inkwell called the Reynolds' improved inkwell. It is made entirely of glass and metal and the ink never comes in contact with metal or rubber. It has two depths of ink, both of which are automatically regulated, one for stub and the other for the ordinary pen. It is very chaste in appearance. The O. K. Fastener is too well known to need much comment—it fulfills every purpose of a first class paper fastener. The Sanitary Eraser is in an adjustable nickel metal case, the rubber being adjusted by pressing the sides of the eraser. It is very cleanly in use, attractive, handy and economical. This booth was in charge of Jas. V. Washburne, assisted by several young ladies.

PROUDFIT LOOSE LEAF COMPANY, of 108 Fulton street, New York, showed the Proudfit steel binding ledger, a new departure which dispensed with posts, thus making a book with unlimited expansion. This was exemplified by a sample ledger shown, which M. C. Green, the eastern representative, had christened "THE BABY" and consisted of 2,000 sheets with 4,000 pages. The binder for this ledger will hold one sheet as well as hundreds, and always opens flat under all circumstances. They also displayed illustrated catalogue binders for photographs of furniture and merchandise, as well as many other binders for all purposes. Some fine demonstrators were on hand and this booth was always surrounded by a large crowd of interested spectators. M. C. Green was in charge, assisted by Phil. Lyons.

R. B. Powell, S. Johoda, F. N. Baker, L. B. Flynn, John Mehrmann, Paul Revere, M. Hannan, as well as representatives from the Philadelphia and Wilkes-Barre branches.

SEELY OFFICE APPLIANCE COMPANY, 114 Liberty street, New York, exhibited the well known Saunders Mailing machine in three models, the hand power machine, the electric machine and the automatic electric machine, which feeds and seals over 200 envelopes per minute. A small automatic counting and registering device was also shown, which may be attached to any of the three machines for counting and registering the number of envelopes which pass through the machine.

C. E. SHEPPARD COMPANY, 303 Hudson street, New York, exhibited loose leaf supplies, system accounting, system sheet holders, ledger binders and various parts of ledgers showing the assembling of the parts. Another part of this exhibit comprised billing systems, account records, bank systems, and in fact, samples of every kind of books of account in the loose leaf line. This company is well and favorably known for the high class goods it manufactures and the many examples and specimens shown proved that it is well to the fore in everything in loose leaf devices.

SHOLES SALES COMPANY, 309 Broadway, New York, displayed the Austin Adding machine, which is just about to be placed on the market. It has a computing capacity of 9,999,999,999 and is operated by means of ten keys, the keyboard being divided into two sections of five keys each. As the keys are touched the items appear in the item column and if an error has been made it can be readily amended before the handle is pulled and the item registered in the machine. It is very rapid and guaranteed to be accurate. They also exhibited the Helicoid copy liner and copy holder, the Standard Stamp affixer, the Printamount check protector, the Angell pencil sharpener and various lines of typewriter supplies, paper, ribbons, carbon, filing devices and in fact everything for the office.

G. W. TODD & COMPANY, Rochester, N. Y., and 5 Beekman street, New York, showed the well known check protecting machine—the Protectograph. They had a full line of all the machines manufactured by this firm, including the Beede check protector and the new international exact amount machine. This latter machine stamps the exact amount of the check in indelible characters and is especially adapted for bank work, foreign exchange, stock certificates, etc. During the show Jas. R. Gooding gave blackboard demonstrations showing how easy it was to alter checks without removing any of the writing from the original amount. He also explained the modern ways of check raising and the new methods as employed by up-to-date crooks of today. It is estimated that over $15,000,000 a year are lost on raised checks, which the employment and use of check protectors would in the main save.

TOWER MANUFACTURING & NOVELTY COMPANY, 326-330 Broadway, New York, had an attractive display of stationery goods of all kinds. They had many novelties and made special features of Circular Clips, Arnold's Inks, the Temco Pencil, Temco Fountain Pens, loose leaf goods of all kinds, price books, numbering machines, rubber stamps and stencils, filing cabinets and a host of other useful office requisites too numerous to mention. The booth was in charge of J. B. Purvis, assisted by a large staff, who were kept constantly busy attending the many enquirers. They dispensed many souvenirs.

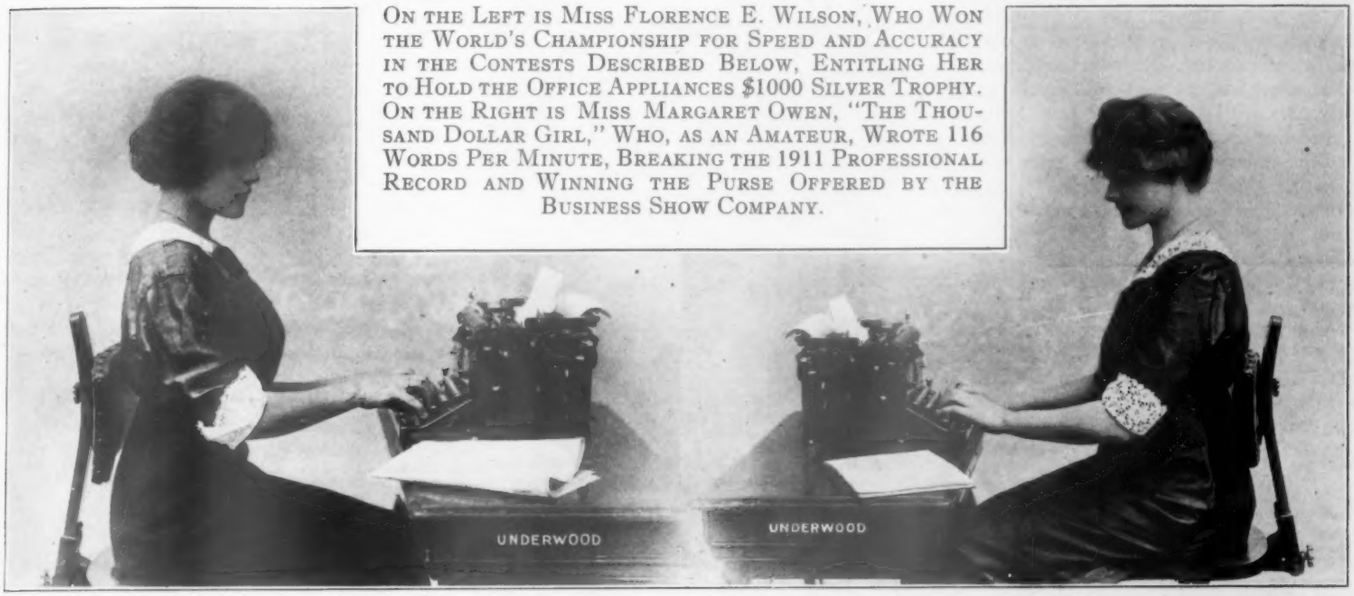
UNDERWOOD TYPEWRITER COMPANY, Vesey street, New York, had large spaces on each side of the central aisle. Both were well filled with the many models of machines manufactured by this enterprising company and these spaces and the aisles opposite the booths were always crowded with interested groups of spectators. In the space on the left were exhibited several models of the regular Underwood typewriter. Expert demonstrators also displayed the many advantages of the Underwood Adding and Computing machines. At the lower end of this booth a platform had been erected and on it, after the typewriting contests, the several champions displayed their skill before admiring audiences. First eight of them in turn wrote for an hour to see how many words could be written in eight hours and full details of this contest are given elsewhere. On another day the winners again wrote for eight hours on one machine to show the strength and durability of the Underwood. On Friday afternoon the platform was again brought into requisition when the three champion operators of the world, Florence E. Wilson, Margaret B. Owen and Martha Dunn took dictation in the form of a congratulatory message on their machines simultaneously from K. M. Turner, president of the General Acoustic Company. The message was sent from the Dictograph booth and each operator received the communication through the medium of the Dictograph. On Friday evening at the conclusion of the machine endurance test a huge crowd surrounded the platform once more and J. N. Kimball, the judge of the typewriting contests, made witty speeches in his inimitable style and awarded the $1,000 championship cup and gold, silver and bronze medals offered by Office Appliances, as well as the $1,000 and other cash prizes offered by the show management to the lucky winners of the contests. Everything passed off in first rate order and the Underwood Company are to be congratulated. The idea of the platform was a clever one and it proved to be one of the most attractive features of the show from a typewriter point of view. The booth on the right of the center aisle contained other models of the Underwood machine, all of which are well known. Here was also exhibited the Underwood Automatic Letter Writer, which turned out hundreds of circular letters with names and addresses all different. This machine has been exhibited in two previous business shows in this city. It is now perfected in every detail and does fine and rapid work. The Underwood Duplicator was also shown here and some extraordinary specimens of artistic work were produced by the skilled operators demonstrating the various machines. The Underwood Billing Machines were also on view and many salesmen were kept busy answering the scores of enquiries with regard to these well known machines. The Underwood exhibit occupied the largest space in the show and contributed much to the general success of the exhibition.

OFFICIAL RECORDS INTERNATIONAL TYPEWRITER CONTESTS 1912

NAME	MACHINE	GROSS	ERRORS	PENALTY	NET	PER MIN.
Florence E. Wilson	Underwood	7450	88	440	7010	117
Emil A. Trefzger	Underwood	7282	69	345	6937	116
H. O. Blaisdell	Underwood	7352	96	480	6872	115
Margaret B. Owen	Underwood	7308	98	490	6818	114
Rose L. Fritz	Underwood	7104	68	340	6764	113
Gus R. Trefzger	Underwood	7065	79	395	6670	111
J. L. Hoyt	Underwood	6920	60	300	6620	110
Bessie Linsitz	Underwood	6791	51	255	6536	109
Bessie Friedman	Underwood	6812	115	575	6237	104
Bertha G. Frost	L. C. Smith	6170	86	430	5740	96
Lottie E. Betts	Underwood	5595	13	65	5530	92
Clara A. Rosenthal	Underwood	4775	183	915	3860	64
Madeline Scott	Remington	4912	250	1250	3662	61
Isidor Cohen	Underwood	4347	204	1020	3327	55
A. A. Butterman	Remington	3955	327	1635	2320	39

This large picture represents the Underwood booth at the Business Show at the time when J. N. Kimball, Contest Judge, was presenting Miss Margaret B. Owen, World's Amateur Champion Typist, with one thousand dollars. This money came to Miss Owen from the Annual Business Show Company, who offered a prize to any one not competing in the professional class of last year, who would exceed the record of H. O. Blaisdell of 112 net words a minute. The other people in the picture, who are indicated by number, are: (1) Miss Florence E. Wilson, World's Champion; (2) Miss Margaret B. Owen, World's Amateur Champion; (3) Miss Martha Dunn, World's School Champion; (4) Miss Rose L. Fritz, Former World's Champion; (5) Miss Bessie Linsitz, Winner of a Business Show Prize; (6) E. A. Trefzger, English Champion; (7) H. O. Blaisdell, Former World's Champion; (8) Gus. R. Trefzger, Former World's Amateur Champion; (9) Wm. F. Oswald, Former School Champion; (10) Mr. J. N. Kimball, Contest Judge. The cup which is represented in the picture is numbered 11.

THE TYPEWRITING CONTESTS



On the Left is Miss Florence E. Wilson, Who Won the World's Championship for Speed and Accuracy in the Contests Described Below, Entitling Her to Hold the Office Appliances $1000 Silver Trophy. On the Right is Miss Margaret Owen, "The Thousand Dollar Girl," Who, as an Amateur, Wrote 116 Words Per Minute, Breaking the 1911 Professional Record and Winning the Purse Offered by the Business Show Company.

THERE were a few hours during the week of November 11, in the 69th Regiment Armory at New York City, when it mattered not a bit whether the farmers were slaughtering the Turkeys for Thanksgiving or the Bulgars were slaughtering the Turks for a Bulgar holiday. It was Business Show week—the most successful week of its kind which has ever been torn from the calendar, and for one concern at least, the Underwood Typewriter Company, the most eventful week in its history.

"Tall oaks from little acorns grow," and never was aphorism more applicable. A good many years ago Geo. H. Patterson, the founder of Office Appliances, with the foresight which marked the man in all his methods, came to the conclusion that "the best there was in it" had not been gotten from the typewriter, and soliciting contributions, and adding from his own resources, he offered the now famous $1,000 Silver Trophy as a perpetual prize for speed and accuracy on that machine. The little acorn of something like eighty words per minute has since that time grown into the sturdy oak of 117, and bids fair to tower aloft with equal growth in the future.

Every event of the 1912 Business Show was of interest, but none was so supreme as the annual typewriting contest. The western gallery of the Armory was built into one long stage of two tiers, and operators filled both as closely as they could be placed. There were forty entries, two withdrawing before the struggle, and thirty-eight fighting, for all there was in them, to the end. Counting operators, checkers, judges, etc., no less than 140 people were engaged in this famous battle, each taking his part with the regularity and exactness of a perfect machine. The arrangements were admirable, and not a hitch or a broken cog marred the scheme from start to finish.

Three contests were held at one and the same time, the Novice, for the youngsters who never used the typewriter previous to September 1, 1911, and who wrote for fifteen minutes—the amateurs, the largest class and gathered from all sections of the country, writing for thirty minutes—and the hardy professionals, veterans in many a similar fight, who were tried out for the hour. All these battled for glory and medals, and there were money prizes, too, offered by the Business Show Company, and many of the amateurs chose to fight the hour contest in an endeavor to carry home some of the cash.

MISS MARTHA DUNN, SCHOOL CHAMPION.

To tell the story as it should be told is impossible, and where "all are brave" it is difficult to pick out the bravest. Among the professionals there was Miss Fritz, best known of all the contestants, victor a hundred times, and only entering this year from force of habit and love of the game, and adding a number of words to her former record. There was Blaisdell, twice winner of the cup, and who only let go his hold after a supreme effort—he also raised his own figures. And Emil Trefzger, having in his pocket all the records ever made in England, and who was, perhaps, the biggest surprise of all—he left the stage with 116 words per minute to his credit. Finally there was little Miss Wilson, fresh from her victory at Spokane, where she scalped the record to the tune of 115 words, and who now added two words to that figure by writing more words net in one hour that were ever before written by a human being.

In the amateur class there were surprises fully as great as those of the professionals; Oswald, the bronze medal man, with his 104; Bessie Linsitz, unknown and unheralded, "from Missouri," who "showed" what could be done by hard work, and left the stage with 110 to her credit. And there was Miss Owen, to be hereafter known as "the thousand-dollar-girl," who

pushed the professionals hard, and who next year will fight in the ranks of that class. All these, and little Bessie Friedman also, broke all former amateur records

Many of the amateurs and professionals were old-timers; not so with the novices—the yearlings. Here, too, records were broken by both medal winners, Miss Dunn with 88 words, and Mr. Berdan with 85, and so on along down the line, showing what can be done with hard work in one year.

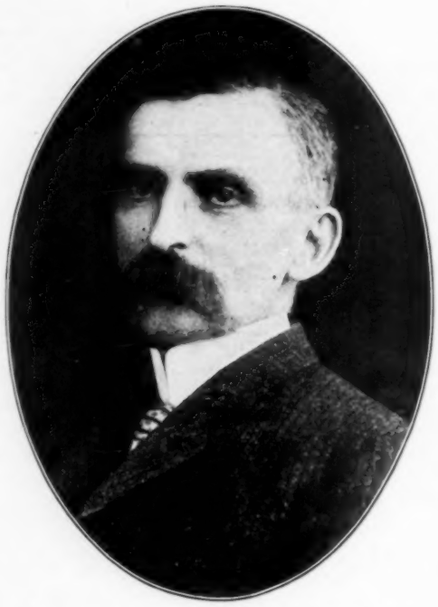
And there were instances which should be mentioned aside from those who received rewards. Prominent among these is Miss Frost, using the L. C. Smith machine, fresh from the office of the Public Service Commission at Albany, and unfamiliar with the speed game—her 98 words per minute shines out like an electric light.

And Erich, with his Smith-Premier and 94 words per minute—he who would complain with such a record would find fault with a silver sarcophagus; Mr. Hopkins, a two-finger non-touch writer on the Royal was little less than a marvel—if he wrote

R. A. KELLS, JUDGE.

the "touch" system there would be breakers ahead for the best. Miss Davis, the Remington operator who wrote 75 words, left her office chair to come into the contest without training and without practice, and wrote more words per minute than any writer on earth could have written ten years ago, or did write at that time.

And the audience? We thought, as we looked down from the gallery on Tuesday evening, that the Armory was "as full as it could hold," but were mistaken. The prizes were to be awarded on Thursday evening from the stage in the Underwood booth, and in order to make things interesting that company put a stock machine on the stage at two o'clock and it was written upon continuously, in half hour "takes," by the eight best writers in the Underwood team. This was a "guessing contest," some hundreds of dollars being offered for the nearest estimates to the number of words written in the eight hours. Blanks had been sent out all over the United States, and from every city, town, village and hamlet in the land they poured in—literally bushels of them—from Portland,



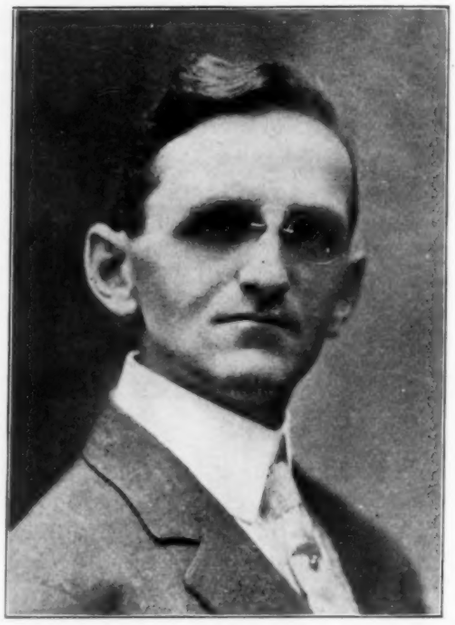
J. N. KIMBALL, JUDGE, IN CHARGE OF TYPEWRITER CONTESTS.

Maine, and from Portland, Oregon—from Toronto and from New Orleans—from everywhere—we doubt if the "counting up" has been finished yet. The figures were 55,944—or 116 words per minute for every minute in the eight hours—and the machine never broke, faltered or dropped a stitch during the whole performance.

Results of Underwood Guessing Contest.

The winners in this contest, the conditions of which were described above, are as follows:

First prize, $100, 55,194, C. F. Taylor, 1506 Tenn. Trust Bldg., Memphis, Tenn. Second prize ($50 divided), $25, 55,945, Flora B. Jacobs, Apt. 44, The Denver, Washington, D. C.; $25, 55,945, Wm. E. Blaes, 525 West 4th Ave., Cincinnati, Ohio. Third prizes, $10, 55,946, T. J. Dye, 347 East 7 South St., Salt Lake City, Utah; $10, 55,946, Alfred Dixon, 670 Main St., Hartford, Conn.; $10, 55,946, Pauline Fritz, 2150 84th St., Brooklyn, N. Y.; $10, 55,947, Henry Holtz-Moller, 473 54th St., Brooklyn, N. Y.; $10, 55,947, Clarence A. Lundberg, 1640 3d Ave., Butte, Mont.; $10, 55,941, Catherine S. Riley, 743 Broadway, Albany, N. Y.; $10, 55,940, Mrs. Daisy Evans, 189 Halsey St., Brooklyn, N. Y.; $10, 55,940, Walter E. Hubbard, care of Vermont Phoenix Co., Brattleboro, Vt.; $10, 55,939, Lillian S. Flint, 59 Main St., Farmington, Me.; $10, 55,939, Edward Egan, care of Hdqrs. 6th Infantry, Presidio of San Francisco, Cal.



FRANKLIN P. PRATT.

The Audience.

And again the audience? All the afternoon they were gathering and there were those who stood still for five solid hours, fearing to lose a good position, one favorable for observing the distribution of the prizes. Promptly at ten o'clock the "one-machine" contest was brought to a close and the figures were immediately placed on the blackboard, and the manager, with the preliminary remark that "this is a mighty lucky year for the Wilsons," called the tiny individual who answers to that name (as yet) to the front of the platform and presented her with the Trophy—the one great gem in the eyes of all rapid operators, and crowned her champion by handing her the medal symbolic of that term. And then she received $250 which she won from the

CHARLES H. GORSLINE, JUDGE.

Business Show Company when it offered fifty dollars for each word made by any writer over the record of last year, 112 words per minute. Mr. Emil Trefzger received the silver, second-honor medal, and also $200 for his four extra words over the previous record. Mr. Blaisdell gained three words and $150 thereby, and Miss Fritz exceeded the old record by one word and received $50. For writing more than 108 words per minute Mr. Gus Trefzger received $200. Mr. Hoyt, being a last year's amateur winner, was barred from that part of the contest.

Then came the amateur distribution, and the 15,000 people in the Armory gave Miss Owen a royal reception when she stepped forward to receive the medal of the amateur champion. Among the prizes offered by the Show Company was one which was gazed at longingly by every operator in the contest, a $1,000 bill—real, Uncle Sam money, but from which the professionals were barred. This amount was offered to anyone (not last year professionals) who should break last year's record of 112. Miss Owen not only did it, but gave good

measure by adding four words per minute to the figures. The manager handed her the bill—the band gave a fan-fare—the entire audience (each with his own idea of what he could do with it) gave a cheer, and "the thousand-dollar-girl" retired to give place to Miss Linsitz, who received the silver amateur medal and $200, much to her satisfaction. The third, bronze, amateur medal went to Mr. Oswald. Miss Dunn received the novice championship medal and Mr. Berdan the second novice honor medal and the contest of 1912 was over.

But all the work was not done in the contest stage—in fact, the checking room had the most severe end of it—there were over 143,000 words, each of which must be examined carefully to see that it was correctly spelled and correctly typed. Two correcting rooms were necessary, one under the supervision of Messrs. Gorsline and Butler, of the Gorsline School of New York and the Butler School of Yonkers, and a still larger corps were looked after by Mr. Estey, of the Merchants & Bankers School of New York. All correcting was over by 10 o'clock, although the figures were not officially announced, because there being but a small margin between the professionals, it was necessary to see that no error had crept into the work. This was done by 11, and the fact that no material error was discovered goes to the credit of the army of correctors, many of whom have served in the same capacity for a number of years.

The contest was under the sole management of Mr. J. N. Kimball, of New York, who associated with him as Judges Messrs. Gosline, Butler, Estey and Kells. Frank P. Pratt of Pratt's School, New York, assisted Mr. Kimball on the stage during the contests.

Miss Bertha G. Frost, the girl from the New York Public Service Commission, who, using an L. C. Smith machine, made a net speed of 98 words per minute in the Amateur Contest—the first contest in which she ever took part.

All of these gentlemen have given their time and labor to the cause of better typewriting in these contests without any compensation whatever, and the typewriter industry is surely much indebted to them for the faithful, accurate and intelligent performance of a work of such magnitude and importance.

Unquestionably the contest of 1912 was the best ever held in all particulars. All records were broken, even the one-minute record, which was raised to 127 words by Miss Wilson. But before the band played "There's No Place Like Home," as a signal to the audience that "home" was the place to go to at 10:30, plans were being laid for something still larger and still better for 1913.

Note.—Not all of the contestants in the typewriter championship competitions went in at the direction of the companies whose machines they used. Some of them entered upon their own initiative, and while none who so entered achieved championship honors, yet with hardly an exception they made creditable records—some remarkable records, considering the fact that they were without experience in contests and lacked the specialized training which does so much, on any machine, to produce that perfect concentration and nerve control which distinguishes the work of the greatest operators.

While all typewriter manufacturers are interested in the promotion of speed with accuracy in typewriting and some of them have wonderful operators whom they employ in demonstration work in business schools and elsewhere, not all companies, by any means, maintain departments whose special duty it is to train operators for speedy and accurate work.

In Europe the subject of speed with accuracy in typewriting is beginning to awaken great interest. Elsewhere in this issue is an account of exhibitions given in Paris by French experts, where operators on the Remington, the Underwood, the Japy—a French machine—the Oliver and others have taken honorable places in speed work. In Finland, too, under the auspices of O. Y. Systema, A. B., at Helsingfors, the company of which Count Mannerheim is the head, a contest was recently held under Office Appliances rules. Important contests are held in England and elsewhere in Europe in which the records made, while not yet equal to those achieved here, are creditable indeed considering the comparatively short time which has elapsed since the idea of speed with accuracy took hold upon European typewriter men.

INTERNATIONAL TYPEWRITING RECORDS

ANNUAL BUSINESS SHOW, NOVEMBER 12th, NEW YORK CITY

Results of the World's Typewriter Contest for Speed and Accuracy.

Professional Championship of the World

Writing for One Hour

Machine.	Name.	Words.	Errors.	Penalty.	Net words.	Words per minute.
Underwood	Florence E. Wilson	7,450	88	440	7,010	117
Underwood	Emil A. Trefzger	7,282	69	345	6,937	116
Underwood	H. O. Blaisdell	7,352	96	480	6,872	115
Underwood	Margaret B. Owen	7,308	98	490	6,818	114
Underwood	Rose L. Fritz	7,104	68	340	6,764	113
Underwood	Gus R. Trefzger	7,065	79	395	6,670	111
Underwood	J. L. Hoyt	6,920	60	300	6,620	110

Amateurs Who Chose to Write One Hour for Money Prizes, But Who Were Not Entered for the Professional Championship

Machine.	Name.	Words.	Errors.	Penalty.	Net words.	Words per minute.
Underwood	Bessie Linsitz	6,791	51	255	6,536	109
Underwood	Bessie Friedman	6,812	115	575	6,237	104
L. C. Smith	Bertha G. Frost	6,170	86	430	5,740	96
Underwood	Lottie E. Betts	5,595	13	65	5,530	92
Underwood	Miss C. A. Rosenthal	4,775	183	915	3,860	64
Remington	Madeline Scott	4,912	250	1,250	3,662	61
Underwood	Isidor Cohn	4,347	204	1,020	3,327	55
Remington	Arthur A. Butterman	3,955	327	1,635	2,320	39

Amateur Championship of the World

Copying thirty minutes from printed matter

Machine.	Name.	Words.	Errors.	Penalty.	Net words.	Words per minute.
Underwood	Margaret B. Owen	3,750	54	270	3,480	116
Underwood	Bessie Linsitz	3,449	31	155	3,294	110
Underwood	Wm. F. Oswald	3,447	65	325	3,122	104
Underwood	Bessie Friedman	3,465	86	430	3,035	101
L. C. Smith	Bertha G. Frost	3,189	49	245	2,944	98
Underwood	Rose Bloom	3,297	79	395	2,902	97
S. Premier	Thos. J. Ehrich	3,136	65	325	2,811	94
Underwood	Lottie E. Betts	2,794	5	25	2,769	92
Underwood	Vera Blake	2,626	48	240	2,386	80
Underwood	Edith M. Hanford	2,682	75	375	2,307	77
Royal	Wm. F. Hopkins	2,992	142	710	2,282	76
Remington	Sarah Davis	3,059	159	795	2,264	75
Underwood	Agnes Horton	2,481	71	355	2,126	71
Underwood	Miss C. A. Rosenthal	2,447	76	380	2,067	69
Underwood	Isidor Cohn	2,256	111	555	1,701	57
Remington	Madeline Scott	2,470	164	820	1,650	55
Royal	Lillian Hogan	2,663	234	1,170	1,493	50
Underwood	Carrie Somvene	2,361	244	1,220	1,141	38
Remington	Chas. H. Roberts	2,368	246	1,230	1,138	38
Royal	Helen Jagon	2,074	310	1,550	524	17

School Championship of the World

Copying fifteen minutes from printed matter

Machine.	Name.	Words.	Errors.	Penalty.	Net words.	Words per minute.
Underwood	Martha Dunn	1,402	17	85	1,317	88
Underwood	Leslie Berdan	1,469	39	195	1,274	85
Remington	Carrie Anderson	1,260	17	85	1,175	78
Underwood	Marion Friedman	1,335	34	170	1,165	78
Underwood	Pauline Fritz	1,223	14	70	1,153	77
Underwood	Myrtle Hartman	1,128	12	60	1,068	71
Underwood	Anna Weinstein	1,417	81	405	1,012	68
Underwood	James Colgan	1,187	36	180	1,007	67
Underwood	Adolph Blondeel	962	61	305	657	44
Remington	Robert Cohan	981	87	435	546	36

World's One-Minute Championship

Copying from printed matter

Underwood	Florence E. Wilson	127 Net Words

EDISON TRANSCRIBING CONTESTS

The Edison Phonograph and Typewriter Contest.

As is usual at the Business Show, the Thomas A. Edison Phonograph Company of Orange, N. J., held a phonograph contest in the gallery of the 69th Regiment Armory on Wednesday evening, November 13. There were a large number of entries and J. N. Kimball acted as judge, assisted by a competent staff of readers and counters. Nelson C. Durand, second vice-president of the Edison Company and H. M. Seeley of the New York organization of the Seeley Office Appliance Company, 114 Liberty street, New York, took active parts. The prizes offered were gold, silver and bronze medals and the conditions of the contest were similar to those governing the typewriting contests. The matter was selected by Mr. Kimball, who also had charge of the marking of the papers.

The remarkable part of this contest was the great increase in the number of words written per minute over last year. The highest rate last year was 63 words per minute; this year it has been increased to 82 7/10, a gain of almost 50 per cent. The accuracy of the Edison Dictating machine is shown by the winner's record in both contests.

Gertrude Adler—record 83 words net per minute—winner of the Open-For-All Contest (Remington typewriter) is employed by the Law Reporting Company, 115 Broadway, New York City, as a transcriber. Like all transcribers for official stenographers, she uses and understands both makes of dictating machines.

Gertrude Adler in writing nine hundred and forty-seven words in ten minutes made only twenty-four errors, or 2.6 per cent. It is calculated that this record called for eight typewriting movements per second, not to mention the additional movements of hand and foot in operating the Dictating Machine.

Miss Florence Smith, winner of the All-Edison-Transcribers Contest (Underwood typewriter) is employed by the Equitable Life Insurance Co., New York City, who use fifty Edison Dictating Machines. Her performance of writing 896 words in ten minutes with only 29 errors (or 3.2%) is also a remarkable feat, as can be seen by comparison with her winning record of last year, which amounted to only 628 words.

Too much praise cannot be given as well to the thirty other contestants who bravely worked for the many other splendid showings.

MISS FLORENCE SMITH, WINNER EDISON TRANSCRIBING CONTEST.

MISS GERTRUDE ADLER, WINNER OPEN FOR ALL TRANSCRIBING CONTEST.

Following are the official records of the tests:

Open for All.

	Typewriter.	Total Words Written.	Total Errors.	Total Penalty.	Total Net Words.	Net Words Per Minute.
1. Gertrude Adler.....	Remington	947	24	120	827	82.7
2. Benjamin Gotthelf....	Remington	922	22	110	812	81.2
3. Lottie Betts.....	Underwood	835	33	165	670	67.0

All Edison Transcribers.

	Typewriter.	Total Words Written.	Total Errors.	Total Penalty.	Total Net Words.	Net Words Per Minute.
1. Florence Smith.....	Underwood	896	29	145	751	75.1
2. Lauretta Herold.....	Underwood	655	19	95	560	56.0
3. Rhoda Scheil.....	Remington	712	31	155	557	55.7

By the street of by-and-by one arrives at the house of never.—Cervantes.

Failure pays the bill that overconfidence contracts. Success pockets the dividends of a measured faith.

OBSERVATIONS.

One of the congested corners of the Business Show every afternoon and evening was at the booth of the Dalton Adding Machine Company where a ten-year old boy operated the machine by the touch method and carried on a conversation with those about him. The lad is the son of C. H. Peterman, district sales manager of the Dalton Adding Machine Company of Cincinnati, Ohio. He gave a remarkable demonstration of the machine.

* * *

If a general vote were taken by the exhibitors C. H. Hunter of the Elliott-Fisher Company, would be awarded the medal for being the man always on the job. Hunter no doubt gets the requisite amount of sleep to qualify for the following day's work, and to look at him one would say that he had the proper amount of nourishment but he seems to be at the booth every hour in the day. At any rate no one succeeded in calling there without finding him. Horses do sleep but it is a generally accepted statement that no one ever catches them napping.

* * *

It is expected that Frank Rutherford will be permanently connected with the Business Show Company. Mr. Rutherford will make a valuable addition to the staff. He not only is thoroughly acquainted with the office appliance field but he has many friends among the manufacturers whose lines are exhibited each season.

* * *

If every one who had to do with the exhibits were to have their choice all future shows would be held in the Sixty-ninth Regiment Armory. Not only does that building seem more convenient than Madison Square Garden, but there is a great difference between those who man the two buildings. The Armory is under the management of the Regiment and such dealings as the Show Company or exhibitors have with the building managers is through the officers of the Regiment. Instead of the bluff and seemingly discourteous manner of the average public building staff, theirs was considerate and courteous. The sergeant of the Regiment was in direct charge. Any reasonable request was not only promptly executed but was received with a military salute. The very atmosphere was charged with military courtesy and promptness.

* * *

The Saunders Electric Envelope Sealing Machine, which was demonstrated at one of the booths during the Business Show, attracted much attention and aroused a great deal of interest among the visitors. The machine here shown was the same one which, during the recent presidential campaign, handled 4,000,000 pieces of mail matter for one of the three principal political parties. The demonstrators were not slow in apprising that part of the public who visited the show of this interesting fact, which brings the machine into historical relation with one of the great political movements of our day.

HERE AND THERE

Being Some Side-Lights on the New York Business Show — By A. Hoosier

The Retort Courteous.

Jacob Ehrlich, manager Joe Lesti & Company, Vienna—subscribers to Office Appliances from its first number—who spent last month in the States, was one of the most interested visitors at the exposition. Ehrlich is an affable and most companionable man. He not only knows European business conditions but he is also well informed on European political affairs. Mr. Ehrlich speaks five languages. He took up English two years ago in order to facilitate the relations of his company with American manufacturers. His English is exceedingly good and therefore does not include current slang. Presenting his card to an export manager one morning, he was greeted with the familiar, "Hello, when did you blow in?"—When did you blow in!!! Here was something not included in his English vocabulary and he was under the necessity of explaining that he did not understand.

The export manager in breezy American style made humorous reference to Mr. Ehrlich's limited English vocabulary. A pleasant smile lighted up Mr. Ehrlich's face as he replied:

"Perhaps you would be in Paris, I might be of assistance to you. Maybe you would be in Berlin, possibly I could help you there. Or perchance you would be in Vienna, I might be of convenience to you."

The export manager, impressed with the limitations of his own linguistic powers, made apology for his persiflage and bought the noonday lunch in acknowledgment of the more considerable attainments of his guest.

* * *

Several afternoons and evenings three gentlemen, always together, were observed making very careful inspection of the various exhibits. Nothing seemed to escape their attention. Frequent use was made of their notebooks. This little group proved to be G. C. Ruys, principal of the house of J. A. Ruys, Handelsvereinigung, his younger brother, and Mr. J. Bartels, manager of the company at Rotterdam, all long-time subscribers of Office Appliances. Messrs. Ruys and Bartels spent several weeks in the States investigating a number of office devices in which they are interested, and at the same time making a study of American trade conditions.

The company is agent for the Hammond typewriter, and other American specialties. Branch offices are maintained at Groningen, Amsterdam and The Hague. Interesting pictures of the company's places of business will be shown in Office Appliances for January.

* * *

"I am one of your subscribers in Cape Town," said Percy R. Maspero, manager of the Underwood typewriter agency there, presenting his card at Office Appliances' booth. Fifteen minutes later Mr. Maspero greeted his friend W. G. Fern of Cape Town at Office Appliances' desk. Maspero spent two or three weeks in the States getting in closer touch with the Underwood Company and investigating some other office devices which he expects to handle in South Africa. After the show closed the Hoosier had a delightful visit with Mr. Maspero and Mr. Fern at the Prince George.

Mr. Fern, who spent more than two months studying business conditions affecting office devices, selecting a number of articles which he purposes to handle in South Africa, sailed on Saturday, November 16, for England, proceeding thence to Cape Town. Fern returns to South Africa with a great mass of information carefully collated in his diary. He left behind him most pleasant recollections of a charming, cultured gentleman.

* * *

Another pleasant incident was the visit of Michel Grippenburg, assistant manager of the O. Y. Systema, A. B., successors to Count Mannerheim's Kontor, Helsingfors, Finland. Mr. Grippenburg is much interested in American business methods. He is making a hurried trip to the States to visit several of the manufacturers for whom the company is agent in Finland, and to examine some new lines which the company has in contemplation.

Mr. Grippenburg is a tall, well-groomed man of prepossessing appearance who might be taken for a representative of the best type of American young manhood. Because Finland seems remote from Paducah, Ky., let it not be assumed that Helsingfors is behind-hand in the modern business systems. O. Y. Systema, A. B., is one of the highest types of modern office appliances businesses. Its principals have been readers of Office Appliances for several years and are as well informed on every new machine and device and all new supplies which are brought out in this country, as is any dealer in New York. The business is, moreover, conducted under the profit-sharing plan with—but "that's another story" to be told in the January number.

* * *

Henri Viau, business methodizer of Montreal, portions of whose addresses on the use of modern office appliances have appeared in this magazine from time to time, was an interesting visitor to Office Appliances' booth. Mr. Viau has done splendid work in the propaganda of better business systems for Canada. He is not only an expert in time-saving devices but he has developed special office systems and special systems for factory cost accounting.

* * *

And there was the pleasure of again greeting friend Peter MacGregor of Ottawa. Notwithstanding thirty or forty years in this country Peter MacGregor is still as truly a Scotchman as any who ever wore the kilt on Midlothian Highlands. Mr. MacGregor is patentee and sole manufacturer of the "O. K." filing system and MacGregor's patent filing and binding devices. He is always a visitor at the show which would seem incomplete without his presence and his good Scotch stories.

* * *

Joseph DeLey, representing "Hypsos," that enterprising publication of Antwerp, Belgium, was in attendance at the show. Mr. DeLey had something interesting to say of the publication and the first business exposition which is now being held in Antwerp. Mr. DeLey's trip was too late for American manufacturers to avail themselves of the fine opportunities offered by the special number of "Hypsos" issued after the Belgian exposition.

The Hoosier's visit with Mr. DeLey was altogether too short.

* * *

Paul Freidrich of Dusseldorf, partner of Blankertz & Company and of Blankertz & Freidrich, G. M. B. H., spent several afternoons and evenings investigating the devices displayed at the Armory. Mr. Freidrich's interest in the exhibits was in accordance with the plans they have for handling some American devices in Germany.

* * *

No incident of the show affords the Hoosier more pleasant recollection than a dinner at Hunter's Island Inn at New Rochelle Wednesday evening. George Ed Smith, philosopher and general manager of the Royal Typewriter Company, was host to a party of five, consisting of Jacob Ehrlich, manager for Joe Lesti & Company of Vienna; W. W. Ramer, Wholesale Typewriter Company; W. H. Beardsley, General Typewriter Exchange; H. L. Bean, Writerpress Company—and the Hoosier.

At seven o'clock the company, in Mr. Smith's big seven-passenger machine, took a place in the slowly moving motor procession up Fifth avenue, that great thoroughfare which stretches between a bewildering variety of architecture to which darkness and electricity add a touch of enchantment.

At Fifty-ninth street a turn of the wheel sends the big car silently into Central Park where the lights from 10,000 windows in the buildings of the Cliff Dwellers alongside are reflected in the lakes and pools. Emerging from the park we bowl along toward Washington Heights, scale the hills and view the lights of the city below.

The host alone knows the destination of the party but as the car swings into old Bedford road, one of the party acquainted with the country, begins to have visions of the treat in store.

Dashing through Bedford we pass out under the open sky, a-sparkle with stars. The winter air, made invigorating with a

Operators Win Prizes
ON
Underwood Typewriters

The Annual Business Show Co. to stimulate interest in the International events for

Speed and Accuracy in Typewriting

At the New York Show, November 12th

Made offers of four prizes to Typewriter operators.

HERE ARE THE PRIZES:

ONE THOUSAND DOLLARS to the operator who exceeds last year's record by writing the greatest number of words in the Professional Typewriting Contest for the **World's Championship for Speed and Accuracy.** Open to all except Professional contestants of 1911.

FIFTY DOLLARS to **any** typewriter operator for each word a minute in excess of the Professional Record of 112 net words a minute established at the International Typewriting Contest of 1911.

FIVE PRIZES of **$200.00** each to typists who write 108 net words a minute. Open to all except Professional contestants of 1911.

FIVE PRIZES of **$100.00** each to typists who write 100 net words a minute. Open to all except Professional contestants and Amateur prize winners.

All contests to be for one hour, and one prize only will be awarded to any one operator.

The NAMES of the WINNERS—*Every one the user of an*

UNDERWOOD TYPEWRITER

	WINNER	PRIZE	MACHINE
First Prize	Margaret B. Owen	$1,000	UNDERWOOD
Second Prize	Florence E. Wilson	250	UNDERWOOD
	Emil A. Trefzger	200	UNDERWOOD
	H. O. Blaisdell	150	UNDERWOOD
	Rose L. Fritz	50	UNDERWOOD
Third Prize	Bessie B. Linsitz	200	UNDERWOOD
	Gus R. Trefzger	200	UNDERWOOD

The Liberal Prizes Offered

brought together the greatest number of expert typewriter operators that have ever competed in any contest since the writing machine was invented.

The overwhelming superiority of the **UNDERWOOD TYPEWRITER** for **speed** and **accuracy** is again demonstrated as shown by the results. For the seventh consecutive year these International Championship Contests have been won on **UNDERWOOD TYPEWRITERS,** and in every case **UNDERWOOD TYPEWRITERS** have been **first, second** and **third** at **least;** in this case the **first nine** are **UNDERWOODS.** Is there any further evidence needed to prove the superiority of the **UNDERWOOD** for **speed** and **accuracy.**

Results of the WORLD'S TYPEWRITING CONTEST FOR

Speed and Accuracy

Writing for one hour at the Annual Business Show Nov. 12th, 1912, were as follows:

NAME	MACHINE	GROSS	ERRORS	PENALTY	NET	PER MIN.
Florence E. Wilson	Underwood	7450	88	440	7010	117
Emil A. Trefzger	Underwood	7282	69	345	6937	116
H. O. Blaisdell	Underwood	7352	96	480	6872	115
Margaret B. Owen	Underwood	7308	98	490	6818	114
Rose L. Fritz	Underwood	7104	68	340	6764	113
Gus R. Trefzger	Underwood	7065	79	395	6670	111
J. L. Hoyt	Underwood	6920	60	300	6620	110
Bessie Linsitz	Underwood	6791	51	255	6536	109
Bessie Friedman	Underwood	6812	115	575	6237	104

Former World's Championship Records.

WINNER	WON BY	YEAR	NET WORDS PER MINUTE
H. O. Blaisdell	Underwood	1911	112
H. O. Blaisdell	Underwood	1910	109
Rose L. Fritz	Underwood	1909	95
Rose L. Fritz	Underwood	1908	87
Rose L. Fritz	Underwood	1907	87
Rose L. Fritz	Underwood	1906	82

UNDERWOOD

"The Machine You Will Eventually Buy"

Don't Guess

"Pelouze" Postal Scales

National.....	4 lbs
Union.....	2½ lbs.
Columbian.....	2 lbs.
Star.....	1 lb.
Crescent.....	1 lb.

are scientifically made. They show exact weight in ounces, also cost in cents on all classes of mail matter.

Banks and large business houses use

"Pelouze" Scales

because of their accuracy, reliability and durability.

Made in several styles.

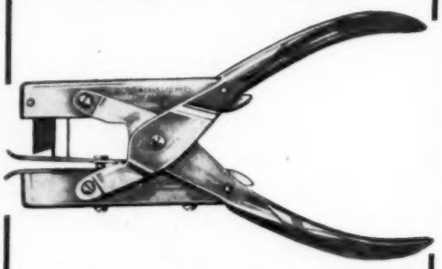
"PELOUZE" POSTAL SCALES

Mail and Exp...	16 lbs.
Commercial....	12 lbs.
U. S.....	4 lbs.
Victor.....	1½ lbs.

are ready sellers. All the best dealers sell them. Write today for catalog.

PELOUZE MANUFACTURING CO.
232-242 E. Ohio Street
CHICAGO

Grab's Automatic Paper Fasteners



The modern substitute for pins, clips, etc., in fastening papers together. Use like a ticket punch. It cuts, inserts and folds paper automatically, making its own fastener. The most simple, practical and efficient paper fastener made. All metal—nothing to get out of order. Every business requires several. Folder FREE.

ORDER ONE TODAY
Price $2.50
Money Back Guarantee

A Practical Money-Saving Invention for Every Bank, Railroad and Business Establishment.

Takes Place of Pins and Clips

Our Dealer Proposition will surprise you

VICTOR M. GRAB & CO., Makers
O-35 Ashland Block, CHICAGO

When selecting a staple article which you intend to handle extreme care must be exercised to secure goods that will satisfy your customers. The article should be subjected to inspection and criticism as strict as you would use in buying a house.

INDELIBA RIBBONS and CARBONS

are made to stand such tests. We welcome opportunities to demonstrate the merits of Indeliba quality.

Indeliba Hard Finish Carbon Paper is made for particular trade. It is a favorite with progressive business men.

Indeliba Bichrome and Trichrome Ribbons are made in all standard colors, and for every make of machine.

Indeliba goods run true to their respective grade. The colors are clear. All materials used measure up to a standard above the ordinary.

Write us for samples and prices. Put our goods to the test.

Indeliba Mfg. Co.
Rochester, N. Y.

A Step Toward Better Penmanship

CENTER SHAFT—*Hollow End* PENHOLDERS

NO BLOTS *Every Pen Centered* NO INK STAINED FINGERS

AN INVITATION is extended to Twist and Pull and Test ANY CENTER SHAFT PENHOLDER in every possible way

CARDS **BOXES** **CABINETS**

Good Goods, Excellent Service, and the desire of this Company to do right under all circumstances, are three reasons why it will pay you to handle CENTER SHAFT PENHOLDERS

SILENT **SALESMEN**

Write for free samples and catalogue

CENTER SHAFT PENHOLDER CO. HANOVER, PENNA.

touch of frost, reddens the cheek and whets the appetite.

"My first trip to Poughkeepsie," remarks Beardsley the wit, from under his muffler.

"Thought it was Albany," replies Bean, the man of many trades, as the car swings around a curve and there are disclosed the lights of the town.

"Both wrong. The frost must be biting you chaps," remarks the host as the car is brought to a standstill in front of the Inn. "You are just forty-five minutes from Broadway."

Friend, do you ever, in fancy, ride up to the Maypole Inn some winter evening with Gabriel Varden? And when old Willett throws open the door, do you, as you step inside and discard your great coat, feel the glow of the place reflect itself in your spirit? And does joy illumine your thoughts as the reflection of the fire illuminated the shining pots, pans and dishes on the walls and shelves of the Maypole? Do you feel the cheer of the place in your heart as you draw up to the table where the cloth is spread? And do you catch the real spirit of the companionship which it is your privilege to share?

Neither pots nor pans adorn the walls of the Inn at New Rochelle. Gabriel Varden and his lovely daughter, Dolly, old Willett, and even the very Maypole itself, are but fancies which crowded the mind of a practical dreamer. But companionship is real and the little party at Hunter's Island, grouped at a table before the open fireplace, spent two hours as pleasantly as were ever spent by a company at the Maypole, and disposed of a dinner which would have taxed old Willett's larder in its most prosperous period.

At 10·30 the lights of the Inn disappear in the distance and in the big car we are skimming Bedford road again. Presently a turn sends us across Washington Bridge from which is presented a fascinating panorama, the like of which is not to be found in any city in the world.

Down upper Broadway, dipping the dips of that undulating roadway, the miles of great buildings and lights of which bewilder the Hoosier—down to the heart of the city—down to the door of the hotel, the little group expresses its appreciation for the hospitality of the host, and separates.

As the Hoosier and Ehrlich enter the hotel the latter sums up in the comment—"Wonderful evening."

DO BIG TRADE IN 1912.

American Manufacturing Concern, Falconer, N. Y., manufacturers of desk rulers, letter file boards and various school and stationers' supplies, report a large increase in 1912 in their sales to the stationery trade. They say that this has been their biggest year in this field.

The hero is too busy to know it.

The thing you fear is the task whose doing will make you proof against fear.

"No Falling Leaf is Lighter than the Touch of Fox Typewriter"

The new model No. 24 is a Visible writer, having a carriage to accommodate paper 10½ inches wide—Double Forward Carriage Release—New patented removable Ribbon Spools, automatically reversing and oscillating the ribbon—Tabulator—Back Space Key—Two-color Ribbon — Stencil - cutting Device — Card Holder—Interchangeable Carriages and Platens — Removable Key Tops — Lightest Touch — Easy Action — Noiseless — Durable.

This is the New Fox No. 24

"BETTER THAN THE BEST OF ALL OTHERS"

FOX TYPEWRITER COMPANY

3112-3121 FRONT AVENUE GRAND RAPIDS, MICHIGAN

The Sanitary Age

NO GLUE

STEEL SCREW

WAS

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AND UPHELD BY

Users of Bentwood

Arm Chairs — Costumers
Revolving Chairs — Stools
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"Everything for the Office."

JACOB AND JOSEF KOHN

VIENNA

NEW YORK 110-12 W. 27th St. CHICAGO 1414-16 Wabash Ave.

SANITARY CUSPIDOR

Here we illustrate our No. 28, imitated now, so look for the I. & M. It is honest weight, made right and finished right.

You can stand on this one to demonstrate its strength, and the clean bright appearance of it appeals to the man who cares. The enameled inner receptacle has three coats of white enamel baked on (no toe hold for a germ).

May we send you the catalog? 33 styles and sizes now.

The Ireland & Matthews Mfg. Co.——Detroit

YEAR'S REVIEW OF OFFICE DEVICES

ADDING AND CALCULATING MACHINES.

AMERICAN CAN COMPANY, Maywood, Illinois.—Small size, popular price adding machine. Further details on application. Office Appliances, April, Page 77.

ARITHSTYLE COMPANY, New York.—Described in business show program last month.

AUSTIN ADDING MACHINE CORPORATION, 927 Linden Avenue, Baltimore, Md.—The Austin Adding Machine; item exhibit adding a feature, item register wheels being located in front of the total; ten keys, handle, button and knob; visible; solid base and strong high frame. Office Appliances, August, Page 47.

AUTOMATIC ADDING MACHINE COMPANY, 319 Broadway, New York City.—"Golden Gem" Adding Machine, a compact calculator put up in pebbled morocco case for use on desk or by a traveling man. Office Appliances, October, Page 46.

BARRETT ADDING MACHINE COMPANY, Philadelphia.—Portable non-listing adding machine of high capacity.

BURROUGHS ADDING MACHINE COMPANY, Detroit, Mich.—Adding and Subtracting Machine adapted for bank statements of deposit; made with small lever movable to "subtract" position; also useful for check listing and handling of overdraft. Office Appliances, October, Page 45.

COMPTOGRAPH COMPANY, Chicago. — Machine which adds, lists and computes. Machine of standard construction and large capacity.

DALTON ADDING MACHINE COMPANY, Poplar Bluff, Mo.—Ten-key adding, listing and calculating machine of great capacity. Hand power or direct motor drive.

GANCHER, O. A., New York, N. Y.—Golden Gem Adding Machine for desk or general office use at a low price.

GEORGE C. CHASE, Providence, R. I.—Registering mechanism for calculating machines or any key-actuated devices; permits two or more dials or numeral wheels to be rotated simultaneously by actuators, and one or more by the carrying mechanism. Office Appliances, January, Page 84.

INSTANTANEOUS CALCULATOR COMPANY, Detroit, Mich.—A device to figure, take inventory, reckon interest and compute tables; a set of number tables printed on cardboard, buckram bound; folds up like book and has sliding indicator. Office Appliances, January, Page 76.

MECHANICAL CALCULATOR COMPANY, 95 Liberty Street, New York City.—The Measuregraph, a device to show without calculation the elapsed time and cost of any job; of steel, 17½x17½x1 1/16 inches; a motion of a slide securing the desired result. Office Appliances, October, Page 50.

MEILICKE CALCULATOR. See this department, December, 1911.

MONROE CALCULATING MACHINE COMPANY, 141 Broadway, New York City.—Two calculator models, listing and non-listing, which add, subtract, divide or multiply; shifting numeral case; American keyboard; short circular motion crank. Office Appliances, November, Page 108.

MOON-HOPKINS BILLING MACHINE COMPANY, St. Louis and Chicago.—Machine for handling bank statements, with four totalizers and subtracter; new paper feed and line adjusting mechanism; useful as ledger poster. Office Appliances, February, Page 82.

MULTI-RATE COMPANY, Dayton, Ohio.—"Multi-Rate" machine for expediting payroll extensions and obviating errors; calculations printed on slip issuing from one of 16 slots; tape returns automatically after transfer to payroll. Office Appliances, November, Page 116.

ADDING TYPEWRITERS.

ELLIOTT-FISHER COMPANY, Harrisburg, Pa.—Well known machine of great versatility for use of accountants.

ELLIS ADDING TYPEWRITER COMPANY, New York, N. Y.—Combinuation of typewriter and adding machine of versatility and usefulness.

MOON-HOPKINS BILLING MACHINE COMPANY, Chicago and St. Louis.—See ante.

REMINGTON TYPEWRITER COMPANY, New York.—The Remington-Wahl machine, an ingenious and practical combination of typewriter with adding attachment.

UNDERWOOD TYPEWRITER COMPANY, New York.—Interesting combination machine of great utility. Two styles of machine, both described last year.

ADDRESSING MACHINES.

ADDRESSOGRAPH COMPANY, THE.—See this department, December, 1911, and description of Hand Graphotype in present issue under "New Devices."

MONTAGUE MAILING MACHINERY COMPANY, Chattanooga, Tenn.—Low price machine of practical construction, printing from embossed plate.

RAPID ADDRESSING MACHINE COMPANY, New York.—The Belknap Addressing machine, stencils for which are made on regular typewriter.

ROGERS ADDRESSER COMPANY.—See this department, December, 1911.

WRITERPRESS COMPANY, Shelton, Conn.—An electric drive and an automatic "filling-in" and addressing attachment are features of the late Writerpress models. A simultaneous, one-operation duplicating process is thus provided. Office Appliances, June, Page 60.

BALER.

ECONOMY BALER COMPANY, Ann Arbor, Mich.—Economy Baler for waste paper salvage; occupies 2x3 feet floor space, stands 6 feet high, handles any kind of waste; can be moved onto two-wheeled truck; fire-proof; boy can operate it. Office Appliances, May, Page 97.

THE HANDY PRESS COMPANY, Grand Rapids, Mich.—Practical machine for baling all kinds of waste.

BANKNOTE MACHINE.

MERWIN MANUFACTURING COMPANY, Erie, Pa.—Crown banknote machine to cut and trim currency and sign officials' names at a single turn, printing through ribbon without inking or smudging. Sheet drawn by clamps through rolls and deposited in tray. Office Appliances, March, Page 68.

BILLING AND CHARGING MACHINES.

MOON-HOPKINS BILLING MACHINE COMPANY, Chicago and St. Louis.—Metal dater for Billing Machine which slips into receptacle on end of type bar of date key; instead of striking two figures for date, operator strikes only one. Office Appliances, March, Page 80.

MOON-HOPKINS BILLING MACHINE COMPANY, St. Louis and Chicago.—Automatic no-carbon tally roll for attachment to Moon-Hopkins machine, made of thin, tough, transparent linen paper, 2 inches wide, actuated by a ratchet device. Office Appliances, May, Page 92.

REMINGTON TYPEWRITER COMPANY, New York City, N. Y.—Smith-Premier Retail Dry Goods Billing Machine; obviates handling carbon in copying; fold-over form inserted, one side in front and the other behind aluminum chute containing carbon paper. Office Appliances, September, Page 85.

BINDERS—LOOSE LEAF AND MAGAZINE.

GAYLORD BROTHERS, Syracuse, N. Y.—Bull Dog Magazine Binder. Two pairs of jaws hold the magazine tightly; strong binding mechanism; construction simple, there being only seven movable parts. Office Appliances, July, Page 98.

McMILLAN BOOK COMPANY, Syracuse, N. Y.—McM multiple ring book and non-projecting post binder. The book has seven rings for greater security to the sheets. The binder opens like a book and has no posts to mar furniture. Office Appliances, December, Page 102.

TENACITY MANUFACTURING COMPANY, Cincinnati, Ohio.—The Style O Order Blank Binder, a positive action binder, built with a very thin case, without wings or propeller blades and available in special centers; sold fully bound or metal parts alone. Office Appliances, June, Page 139.

SAMUEL C. TATUM COMPANY, Cincinnati, Ohio.—"Utility" binder for reports, pamphlets, loose sheets, etc. Four styles—flexible rope paper; stiff boards, full cloth; block cloth sides, and black levant grain leather. Office Appliances, February, Page 78.—"Slant Slot" and "Panama" loose leaf binders; the former a slotted top binder with positive lock, operated by button; the Panama, a sectional post binder, bound in drab duck, black levant grain rounded corners. Office Appliances, October, Page 49.

See also Loose Leaf Devices.

CASH REGISTERS.

EVANSVILLE CASHOMETER COMPANY, Evansville, Ind.—The Cashometer, a pocket cash register the size of a watch for personal expenditures; may be carried in vest pocket or purse; adds and subtracts automatically; registers from one cent to $100. Office Appliances, March, Page 123.

NATIONAL CASH REGISTER COMPANY, DAYTON, O.—Extensive line of machines for all purposes, for which a cash register may be used.

CALENDARS AND CALENDAR PADS.

GOODLINE MANUFACTURING COMPANY, Kent, Ohio.—Goodline Service Memo Desk Calendar; solid brush brass base and pad of bond paper; finish to match ivory paper knife and mahogany desk. Office Appliances, October, Page 47.

HALE SPECIALTY COMPANY, 118 North Jefferson Street, Chicago.—Perfection Desk Memorandum File and Calendar Combination, made in black enamel, antique copper plate, nickel, brass, silver and gold plate. Office Appliances, October, Page 107.

PICKARD & CHAMBERLAIN, Detroit.—Desk memo. pad.

SAMUEL C. TATUM COMPANY, Cincinnati, Ohio.—New "Favorite" weekly calendar pad—a week to a page—6x8¾ inches, printed in two colors on white paper; fit for pen or pencil. Office Appliances, October, Page 49.

COPY HOLDERS.

I. H. P. COLLEEN, 1559 La Salle Avenue, Chicago.—Typewriter copy-holder adjustable to any position, frame holding any length or width of copy; horizontal liner; extra rib at back adapts frame to any connection. Office Appliances, July, Page 118.

EAMES, E. M., New York.—The Utility copy holder.

MOON-HOPKINS BILLING MACHINE COMPANY, St. Louis and Chicago.—Line-spacing copy holder, with line-spacing lever, adjustable to any line rule. Top clamps hold as many sheets as desired. Two sizes, 8½x11 inches and 8½x14. Office Appliances, April, Page 66.

G. C. McCUNE, Chicago, Ill.—McCune Copy Holder—a plain board 10x14 inches with an easel at back and a spring clamp at top running across width and fastened to hold copy; lever permits moving of liner. Office Appliances, February, Page 75.

WEBER-KNAPP COMPANY, Jamestown, N. Y.—Perfection and Mack copy holders; former an adjustable liner for any space of lines; black enamel finish, nickel trimmings; Mack, designed for hand-copying; copy passes between large and two small rollers. Office Appliances, November, Page 120.

COPYING BATH.

EUREKA BLOTTER BATH COMPANY, Chicago, Ill.—Sanitary system for producing letter press copies.

ROCKWELL-BARNES COMPANY, 823 South Wabash Avenue, Chicago.—"Perfect Roller Copying Bath" which improves accuracy by evenly distributing moisture by aid of set screws over boxes; cover dust-proof; made of galvanized steel, stagger-riveted. Office Appliances, August, Page 44.

COPYING DEVICES BY CARBON.

ERNEST J. PERRY, Cashier, First National Bank, Fond du Lac, Wis.—Triplicate telegram blank system which produces three copies at one writing with single carbon; blanks bound in pad; record blank of transparent tissue. Office Appliances, March, Page 90.

OFFICE APPLIANCE MANUFACTURING COMPANY, Providence, R. I.—The Memograph for memoranda; two rolls of paper and one of carbon, the original rolling lengthwise of the machine, held at both ends to knobbed rods; other rolls crosswise. Office Appliances, December, Page 101.

COSTUMERS.

CONREY-DAVIS MFG. CO., Evansville, Ind.—Wood costumers.

DETROIT RACK CO., Detroit.—Metal costumers.

DUGGAN-RIDER COMPANY, Erie, Pa.—The "Dan-Dee" line of costumers, hall trees, umbrella stands and clothes hangers, eliminating cast iron parts for steel; standard finish, oxidized copper. Office Appliances, November, Page 122.

KOHN, JACOB & JOSEF, New York.—Bentwood costumers.

CUSPIDORS.

IRELAND & MATTHEWS MANUFACTURING COMPANY, Detroit, Mich.—Cuspidor of lighter metal but same style as No. 14, known as No. 33; made of high brass, highly finished; steel bottom, brass covered; 6 inches high; body, 7⅞; top, 7¾. Office Appliances, September, Page 174.—Sanitary cuspidor (No. 30) with no square corners; bowl lined with smooth, baked-on white enamel; cover lifts off; polished brass exterior, symmetrical shape; easily cleaned. Office Appliances, January, Page 93.

IDEAL METALLIC FURNITURE COMPANY, Detroit, Mich.—Ideal sanitary office cuspidor No. 416, removable cover and bowl; cuspidor insert sets in holder and device may be taken apart in a moment and cleansed. Office Appliances, March, Page 131.

CUTTING MACHINES.

OSWEGO MACHINE WORKS, Oswego, N. Y.—Vertical stroke attachment, added to this company's cutting machines, enables them to vary the shape of paper or cards cut. A new double shear-stroke device. Office Appliances, May, Page 56.

DATER STAMPS.

ELLIS TIME STAMP COMPANY, 115 North Fifth Avenue, Chicago.—Straight Line Dater; built inside of drawn sheet steel cylinders with concave corrugations corresponding with characters; turn cylinders to rotate numbers. Office Appliances, January, Page 92.

POST DATER STAMP COMPANY, Wilmington, N. C.—A detachable autograph and die dater stamp, small,

light, re-inks its own ribbon; continuous ribbon movement. Office Appliances, September, Page 56.

DESKS.

COMMERCIAL FURNITURE COMPANY, 2712 West Superior Street, Chicago.—No. 868 line of desks, octagonal design, sanitary, cast brass trimmings, framed in between drawers with three-ply panel, glued into grooved rails. Office Appliances, March, Page 130.

CUTLER DESK CO., Buffalo, N. Y.—General lines.

DERBY DESK CO., Boston.—Full lines.

J. F. DIETZ & COMPANY, Cincinnati, Ohio.—New sanitary desk line in both roll and flat tops, known as the Globe Patent Typewriter Desk. Office Appliances, June, Page 109.

J. DORNETTE & BROTHER COMPANY, Cincinnati, Ohio.—New desk line in four grades: 100, quartered oak and mahogany, 38 inches deep; 300, quartered oak and imitation mahogany; 400, smooth quartered oak; 600, plain oak. Office Appliances, June, Page 109. —Desk "R-166," solid and heavy in construction; the desk roomy and of sanitary style; attractive pattern. Office Appliances, May, Page 119.

EVANSVILLE DESK COMPANY, Evansville, Ind.—New line of white oak office desks, gloss finish, round corners, solid oak writing bed. Made with dust-proof roll curtains. Office Appliances, June, Page 109.

LEOPOLD DESK COMPANY, Burlington, Iowa.—1912 Model flat top desk of sanitary pattern, strong build and attractive finish. Office Appliances, December, Page 118.

MOON-DESK CO., Muskegon, Mich.—General office desks.

SHELBYVILLE DESK CO., Shelbyville, Ind.—Full lines.

TELL CITY DESK CO., Tell City, Ind.—Full lines.

DESK MEMO.

WILLARD W. DOW, P. O. Box 5329, Boston, Mass. —"The Memory Jogger"—a flat tray for memorandum slips backed by a slanting section with calendar space, and behind this a vertical file; finished with an attractive varnish rub. Office Appliances, June, Page 128.

RONEO COMPANY, London and New York.—Roneo Desk Memo, entirely metal, slanted for ease in writing, heavy enough to serve as paperweight and to obviate need of holding while making memos; continuous paper roll; black japan finish. Office Appliances, July, Page 66.

DICTATING MACHINES.

COLUMBIA PHONOGRAPH COMPANY, New York. —The Dictaphone voice recording and reproducing machine.

THOMAS A. EDISON, INC., Orange, N. J.—Support for improved aluminum hearing tube of Edison Dictating Machine, removing "drag" on the ears; brass supporting arm in bracket acts as sound conveyor, carrying 12 inches rubber tube at connection. Office Appliances, April, Page 57.

TELEGRAPHONE SALES COMPANY, Springfield, Mass.—The Telegraphone, a long-distance dictating machine, including a telephone apparatus up to the point of registration; impression made electro-magnetically on fine steel wire or discs. Office Appliances, September, Page 68.

DUPLICATORS.

AMERICAN MULTIGRAPH SALES COMPANY, Cleveland, Ohio.—Device imprinting signature while letter is printed as Multigraph attachment; curved electrotype mounted on drum and inked; any position or color ink desired. Office Appliances, January, Page 77.

DICK CO., A. B., Chicago.—Rotary Mimeograph.

B. HAUSLICH, First District, Kaiser Ferdinandsplatz No. 2, Vienna, Austria.—The new Rapax Duplicator, with automatic printing process, automatic paper-conveyance and automatic blotter; speed, 2,000 to 3,000 copies an hour. Office Appliances, June, Page 134.

JOSEPH M. SCHUTZ, Marquette Building, Chicago, Ill.—Ribbon type duplicator reproducing four colors at an operation, known as the "Lettergraph"; speed, from 1,000 to 2,000 an hour; operated by foot power; positive ribbon movement. Office Appliances, August, Page 46.

LETTERGRAPH SALES COMPANY, 804 Maryland Trust Building, Baltimore.—Lettergraph Multiple Typewriter; uses standard type; impression made by rubber roller over flat bed supporting paper, type and ribbon; prints from electrotypes. Office Appliances, April, Page 89.

LINEOGRAPH CO., New York.—Rotary Lineograph Duplicator, a stencil machine.

NATIONAL AUTOMATIC TYPEWRITER CO., Cincinnati, O.—Machine for reproducing typewritten work, operated by perforated roll previously cut.

PEN-CARBON MANIFOLD COMPANY, New Brunswick, N. J.—The Cantype Centograph, a composition duplicator which need not be washed after using. A chemical preparation, placed in composition, draws inky matter to bottom of device. Office Appliances, October, Page 51.

PRINTOGRAPH COMPANY, La Crosse, Wis.—New automatic Printograph with capacity of 2,400 letters an hour and equipped with direct name plate attachment and self-addresser. Office Appliances, January, Page 114.

UNDERWOOD TYPEWRITER COMPANY, New York.—Underwood rotary duplicator; Underwood automatic typewriter.

WRITERPRESS COMPANY. (See Ante.)

ENVELOPE CUTTING MACHINES.

C. L. NASH, Big Stone Gap, Va.—"Window-Envelope" machine, for cutting openings anywhere desired on envelopes for display of address written inside; hand-operating, but may be elaborated into foot-power or motor-driven model. Office Appliances, July, Page 62.

ENVELOPES.

TRANSO PAPER COMPANY, 729-741 West Division Street, Chicago.—The Transo envelope system—a partly transparent envelope made of one piece of tough paper, the transparency being due to chemical treatment; no exposed edges to be mutilated. Office Appliances, October, Page 50.

ENVELOPE FEEDERS.

AMERICAN FEEDOGRAPH COMPANY (Distribution, Collins Office Machinery Co., 1324 Arch Street, Philadelphia.—The Envelope Feedograph, adapting Feedograph principle to envelopes by turning the typewriter platen. Office Appliances, November, Page 122.

L. D. STOCKING, Neenah, Wis.—The Rapaddress, an attachment for rapid envelope feeding to typewriter, provided with hopper holding 100 envelopes, which after addressing are automatically carried from the platen, which serves as feed roll. Office Appliances, August, Page 47.

ENVELOPE MOISTENERS.

PEERLESS MOISTENER COMPANY, 822 Claremont Avenue, Chicago.—Peerless Moistener for mailing; water vessel and table of cast iron galvanized; perforated cover of polished brass; weight, four pounds; diameter of perforated part, 7 inches. Office Appliances, August, Page 44.

SAMUEL C. TATUM COMPANY, Cincinnati, Ohio. —The Tatum Moistener—3x5½ inches with glass base —for office or home use. Office Appliances, October, Page 49.

JOHN D. YOUNG, Cortland, Ohio.—Three new envelope moistening and sealing devices; basic idea, a platform, hinged presser head held in elevated position, plate mounted to upper face of head and groove, and vertically moving device for sealing. Office Appliances, August, Page 45.

ENVELOPE OPENERS.

LIGHTNING LETTER OPENER COMPANY, Rochester, N. Y.—The Lightning Letter Opener, in which the knives are so arranged that it is impossible to cut more than 3/100ths of an inch from the envelope; electric operation; knives self-sharpening. Office Appliances, July, Page 112.

MUNRO-EASTWOOD PEN COMPANY, New Britain, Conn.—A safety envelope opener which protects the envelope against mutilation while opening mail. Office Appliances, August, Page 44.

MIHILLS-ALLEGRETTI COMPANY, Geneva, N. Y. —Mihills Automatic Envelope Opener—a hollow metal base enclosed at bottom with removable cover for release of refuse; top of base slotted to take edge of steel cutting disc revolving in contact with steel edge. Office Appliances, September, Page 51.

RAPID MAIL OPENING MACHINE COMPANY, Chicago.—Series of rotary knives operating in cabinet in conjunction with plate, shear fashion. Opens a number of letters at one operation. See this department, December, 1911.

RONEO COMPANY, London and New York.—Automatic shear-cutting envelope opener, 6½ inches high, 8½ long, 9 wide, made entirely of metal; envelopes automatically fall into cutting position; one turn of handle does opening. Office Appliances, March, Page 75.

SIMPLEX LETTER OPENER COMPANY, 258 Broadway, New York City.—Improved electric letter opener, operated on same principle as other lines, but modernized in equipment and finish. Office Appliances, October, Page 49.

ENVELOPE SEALERS.

ACORN BRASS MFG. CO., Aurora, Ill.—Acorn-Thexton envelope sealer in three models.

AMERICAN MULTIGRAPH SALES COMPANY, Cleveland, Ohio.—Markoe Electric Envelope Sealer, sealing envelopes 3½ inches to 5¼ inches in height by 4½ inches to 10½ inches long. Flap rod holds envelope in position and following block takes them to moistening rolls. Office Appliances, January, Page 82.

BORGER MANUFACTURING COMPANY, Cincinnati, Ohio.—The "Office Boy"—a new hand-power envelope sealer weighing eight pounds; capacity 100 letters a minute; sheet metal sides mounted on solid wooden base and containing two solid felt rolls running parallel. Office Appliances, August, Page 44.

OFFICE APPLIANCE MANUFACTURING COMPANY, Providence, R. I.—"White" Envelope Sealer; envelopes fed by holding stack on table, small pawls turning flap between feed rolls, carrying letter into machine; motor-driven mechanism convertible into hand device. Office Appliances, September, Page 52.

REYNOLDS, H. J., & CO., CHICAGO.—Hand and electric sealer for all office mail.

SAUNDERS & COMPANY, 521 Southwest Boulevard, Kansas City, Mo.—Saunders Mailing Machine for large offices' mail; a sealing machine in two designs, hand and electrically-driven; also automatic stamping attachment; both stamping and sealing done in one operation. Office Appliances, June, Page 134.

SECURITY SEALING & STAMPING MACHINE COMPANY, 705 Cambridge Building, Chicago.—Security Sealer and Stamper, hand or motor power, steel and brass construction, weight 50 pounds. Blade carries envelope from feeding box to sealing rolls. Office Appliances, February, Page 76.

ERASERS.

BEEGEE COMPANY, 1133 Broadway, New York City.—Beegee Perfect Ink Eraser; cutting or rubbing surface made of refined fibers encased in a heavily nickeled solid brass holder, 4 inches long and the thickness of a pencil; brush is adjustable. Office Appliances, April, Page 102.

E. FABER, New York.—General line.

JUNE PRESS, 104 East Fayette Street, Syracuse, N. Y.—The Rush-E-Raser, made with silver cap allowing out and in control of brush, brightly finished, non-tarnishing aluminum barrel to fit hand and pocket and narrow brush for delicate erasing. Office Appliances, October, Page 47.

TURNER BROTHERS, Philadelphia.—Sterling erasers, consisting of shell of German silver enclosing thin eraser which is fed forward as used.

ERASER-HOLDER.

JOHN GOSHERON & COMPANY, 82-85 Fleet Street, London, England. — "Thinedge" Eraser Holder, adjustable; refills two cents each; holder gives value for every quarter inch of eraser; pressure on knob sheathes eraser without touching. Office Appliances, November, Page 116.

FILES AND FILING SYSTEMS.

AUTOMATIC FILE AND INDEX COMPANY, Green Bay, Wis.—Automatic Filing Cabinet with drop front and automatic tilting follower.

AMERICAN SECTIONAL FURNITURE COMPANY, Minneapolis, Minn.—Four-drawer vertical letter transfer file, light golden finish; another novelty of this house is a five or ten drawer oak legal blank and electrotype case. Office Appliances, July, Page 109.

A. C. BARLER MANUFACTURING COMPANY, 58-60 West Lake Street, Chicago.—New document files: "07," steel covered with keratol leather and has 20 pockets with metal eyelets; "10" and "20," with metal cases with double hinge, opening flat and closing into box shape. Office Appliances, October, Page 49.

ART METAL CONSTRUCTION COMPANY, Jamestown, N. Y.—See this issue, "New Devices," "Twin Index" described.

BROWNE-MORSE COMPANY, Muskegon, Mich.—Sectional filing devices in wood for all purposes.

BROOME MANUFACTURING COMPANY, Peru, Ind.—Folding typewriter tables, card cabinets and other specialties.

CANTON MANUFACTURING COMPANY, Canton, Ohio.—Multoplex filing system, preventing folders from sagging; no follower blocks and rods in bottom; movable-adjustable metal partitions between drawers hanging from top and supported by steel rods. Office Appliances, January, Page 107.

GLOBE WERNICKE COMPANY, Cincinnati, Ohio.—Full lines in wood and steel.

IMPERIAL METHODS CO., CHICAGO.—"Imperial" lines, office files and specialties.

INDEX VISIBLE COMPANY, New Haven, Conn.—"The Index Visible," the cards in which are so slit as to slide up and down on an aluminum strip, which is suspended so as to slide horizontally, overlapping others laterally, leaving every keyword visible. Office Appliances, September, Page 55.

MACEY COMPANY, Grand Rapids, Mich.—Perpetual Transfer System, to simplify unloading of folder files; based on Macey A. L. 6 boxes, open at top, each with six inches of vertical filing space; consecutive numbering provides an index clue. Office Appliances, June, Page 110.

PETER MacGREGOR, Ottawa, Canada.—Permutable Indexing and Tabulating System for vertical filing devices—a double row of slots for insertion of tabs of britol or celluloid. Office Appliances, December, Page 102.

SHAW-WALKER COMPANY, Muskegon, Mich.—Sectional filing devices in large variety under trade names of Sectionals, Sectionups and Sectionets.

WABASH CABINET COMPANY, Wabash, Ind.—A set of four-drawer vertical files—the Wabash Junior—built both solid and sectionally, the latter with full height panels and in either quartered or plain oak; sections may be fitted with ball bearings. Office Appliances, June, Page 111.

WAGEMAKER COMPANY, Grand Rapids, Mich.—Duplex line of filing furniture, sections interchangeable with book sections; all sections flush; ends 1⅛ inches thick, without panels or framework; 5-ply built-up stock. Office Appliances, November, Page 87.

YAWMAN & ERBE MANUFACTURING COMPANY, Rochester, N. Y.—"Y & E" Direct Name System of vertical filing, combining alphabetical and numerical systems; extra guides for special names. Office Appliances, February, Page 78.—No. 12 Shannon transfer case equipped with new interlocking arch binder; little nibs on the ends of the arches interlocking rigidly with perforations in upright posts. Office Appliances, July, Page 124.

FILING CABINETS (WOOD).

GAYLORD BROTHERS, Syracuse, N. Y.—Catalogue filing cabinet placing all sized catalogues in uniform sized holder made of two pieces of photo mount, cloth hinged and with inner strip of gummed cloth for moistening at insertion. Office Appliances, July, Page 98.

GLOBE-WERNICKE COMPANY, Cincinnati, Ohio.—Full lines.

MELTON-RHODES COMPANY, INC., Greensboro, N. C., and Washington, D. C.—New sectional filing cabinet—the "33" line—quarter sawed oak or imitation mahogany; solid brass hardware, triple color, oxidized finish, lacquered; 10 fiber rollers to drawer. Office Appliances, September, Page 50.

SYSTEM SAFE CABINET COMPANY, 538 McCormick Block, Chicago.—Drop front safe cabinet of 40 units, providing also a stand on casters for moving. Office Appliances, December, Page 100.

WABASH CABINET COMPANY, Wabash, Ind.—The "Joy Wagon," a vertical file on wheels, sanitary style, legs fitted with swivel casters so that entire file may be wheeled into vault at night; two-piece cover permitting access from either side. Office Appliances, November, Page 122.

WARDY COMPANY, 4511 Olive Street, St. Louis, Mo.—The NuWay Combination File, a sectional cabinet with the means of automatically locating letters through numerical notation of folders by days of month; steel clasp simplifies reference. Office Appliances, September, Page 50.

WEIS MANUFACTURING COMPANY, Monroe, Mich.—A stationery filing cabinet made in solid quarter-sawed oak and birch mahogany; special compartments for paper of various sizes, envelopes, carbons, pencils, etc.; rubber feet prevent marring. Office Appliances, June, Page 112.—No. 140 Stationery Cabinet for storage use with typewriter table; lid build up in three-ply veneer, receding under cabinet top; compartments within for filing papers. Office Appliances, February, Page 80.

YAWMAN & ERBE MANUFACTURING COMPANY, Rochester, N. Y.—"300" line of upright vertical filing cabinets; each drawer holds 5,000 papers; made in bill, letter and cap size, each four drawers; ends detachable; also a four-drawer letter size cabinet. Office Appliances, May, Page 134.

FILING DESKS.

AUTOMATIC FILE & INDEX COMPANY, Green Bay, Wis.—"The Pride of the Office," an automatic flat top filing desk, single or double, with top and pedestals separable and reversible, fitted with automatic file drawers. Office Appliances, July, Page 109.

BROWNE-MORSE COMPANY, Muskegon, Mich.—"Desk with Brains." See this department, December, 1911.

CUTLER DESK COMPANY, Buffalo, N. Y.—The Cutler Adjustable File Desk, fashioned for equipment with filing cabinets of various-sized cards. Either pedestal interior or pigeonhole style, as desired. Office Appliances, June, Page 108.

LIBRARY BUREAU, Chicago, Ill.—A compact, elastic unit posting desk putting 7,500 cards within arm-reach; card-trays adjustable to any size of card and the posting board at right angles to the body—attachable at either end or either side. Office Appliances, June, Page 110.

FILING SUPPLIES AND MISCELLANEOUS.

CUSHMAN & DENISON MFG. COMPANY, New York.—L. E. B. Binder Clips and other specialties.

GAYLORD BROTHERS, Syracuse, N. Y.—Magazine and clipping holder similar to same company's catalogue file, with space for expanding envelope or rope manilla tension envelope; easily fits vertical letter file drawer. Office Appliances, July, Page 98.

JOSEF JIROUSEK, Prague 11-1696 (Spalena 22), Bohemia.—Balancing curtain for filing cabinets which closes in middle, excluding dust—a sectional curtain similar to desk roll-top; steel wire connects two halves; opened by knobs or handles. Office Appliances, July, Page 66.

SMEAD MANUFACTURING COMPANY, Hastings, Minn.—Smead Bandless Filing Envelope, adjustable and expansive, obviating need of string or rubber bands for filing documents; also "Favorite" vertical file of stout leathered paper. Office Appliances, March, Page 94.—Smead Bandless Filing Envelopes with closing device, made of tough quality of jute manilla in various sizes; without complicating tapes or rubbers. Office Appliances, June, Page 159.

WEIS MANUFACTURING COMPANY, 162 Union Street, Monroe, Mich.—Sectional display case with three drawers at bottom of stack for storing typewriter ribbons and supplies; display shelves above; dust-proof; has reducing rail. Office Appliances, January, Page 106.

YAWMAN & ERBE MANUFACTURING COMPANY, Rochester, N. Y.—A new sanitary base for upright filing sections, built in units, simply attached through bolt holes side by side in each base unit, bolts passing through bottom of frame and held in place by wing nuts. Office Appliances, October, Page 48.—A new metal compressor for card index drawers, made of copper plated steel and sliding on a metal rod; operated by spring lever; grip positive; adjustable to the thirty-second of an inch. Office Appliances, June, Page 112.

FOLDING MACHINES.

A. B. DICK COMPANY, Chicago.—Folding machine for mail matter.

A. BUNIG, Gardelegen, Germany.—Hansa folding machine, which makes five different folds by a few quick screw adjustments. (Friederich W. Lutz & Company, 211 North Fifth Street, Richmond, Va., United States Agents.) Office Appliances, October, Page 47.

AMERICAN MULTIGRAPH SALES COMPANY, CLEVELAND, O.—Universal folding machine for letters, circulars, etc.

FOUNTAIN PENS.

BEAUMEL COMPANY, D. W., New York.—Fountain pens under trade name of the Rival lines in a variety of patterns.

DIAMOND POINT PEN COMPANY, 39-47 West Nineteenth Street, New York City.—The "Pen-Pensel"—one at each end—the pencil automatic and the lead screwing out or in at a single finger-twist; 14-karat gold No. 2 rib fountain pen with cap. Office Appliances, November, Page 108.

JOHN HOLLAND GOLD PEN COMPANY, Cincinnati, Ohio.—Fountain pen, self-inking, combines in one holder filling apparatus and non-leaking device; fitted with John Holland gold pen in all sizes; contains Holland patent elastic fissured feed. Office Appliances, October, Page 50.

MABIE, TODD & COMPANY, New York City.—The Inksight Fountain Pen, whose ink container is fitted with a series of three round windows through which amount of ink in pen is visible; principle is that of boiler water gauge. Office Appliances, March, Page 67.

TOWER MANUFACTURING & NOVELTY COMPANY, 306 Broadway, New York City.—The "Rewot" fountain pen, of chased barrel, three-fisted feed; 14 karat pen; extra tight ink joints to prevent leaks. Sold complete with filler. Office Appliances, September, Page 86.

WHITNEY-RICHARDS COMPANY, Cleveland, O.—Varied line of popular fountain pens.

WILLIAM A. WELTY COMPANY, Waterloo, Iowa.—Combination safety-filling, "non-leakable" fountain pen, provided with safety cap which economizes ink. Office Appliances, October, Page 51.

FOUNTAIN PEN FILLER.

SANFORD MANUFACTURING COMPANY, New York and Chicago.—Device to fill fountain pens without dropper, by pressing rubber bulb and forcing ink thus from bottle spout into pen; no bubbles form in pen during operation. Office Appliances, December, Page 113.

GUM TAPE MACHINES.

KING SPECIALTY COMPANY, Detroit, Mich.—Gum tape sealing machine with special value as advertising method in wrapping up goods. Office Appliances, March, Page 142.

NATIONAL BINDING MACHINE COMPANY, 127 White Street, New York City.—"JD" Model Binding Machine—three sizes, 1½, 2 and 4 inches; no springs, felts or parts to rust; tape passes between rollers driving water into gummed surface. Office Appliances, November, Page 113.

RELIABLE GUM TAPE COMPANY, New York.—Full standard lines. See mention in this issue.

HATRACKS.

IDEAL METALLIC FURNITURE COMPANY, Detroit, Mich.—Combination hat, coat and umbrella rack, well adapted to factory use. Round tubing at each end, mounted on three-legged supports, connected at top. Rack for umbrellas. Office Appliances, June, Page 109.

INDEX GUIDES.

BOSTON INDEX CARD COMPANY, Boston, Mass.—Guides for filing index cards, etc.

SIMONSON, R. A. & COMPANY, Chicago.—Metal tip guides for letter and card files, etc.

WABASH CABINET COMPANY, Wabash, Ind.—Guides described in new devices department, this issue.

INDEX RACKS.

INDEX-VISIBLE COMPANY, New Haven, Conn.—Index-visible memo. file carrying 60 one-line cards, etc.

INKS AND ADHESIVES.

CARTERS' INK COMPANY, Boston, Mass.—Standard lines.

COOPER INK COMPANY, THE, Chicago.—Indelible inks.

HIGGINS, CHAS. M. Co., New York.—Eternal writing inks, drawing inks, adhesives, etc.

INTERSTATE DRUG COMPANY, Cleveland, Ohio.—Simplex ink tablets, in vest pocket packages, for making ink of any color, especially adapted to fountain pens. Office Appliances, November, Page 122.

SANFORD INK COMPANY, Chicago.—Full lines.

THADDEUS DAVIDS COMPANY, 95-97 Vandam Street, New York.—Signature Ink de Luxe—"fadeless"—for steel, fountain or stylographic pens; flows freely—"will not clog." Office Appliances, December, 1911, Page 85.

THOMAS INK COMPANY, L. H., Chicago.—Full lines.

WOODMANSEE, F. H., Cincinnati, Ohio.—Full lines.

INK WELLS.

CUSHMAN & DENISON MFG. CO., New York.—Capitol line inkwells.

GENERAL SUPPLY COMPANY, Danielson, Conn.—Eclipse pneumatic inkwell with positive pen dip, no rubber or corroding parts and non-evaporating device which requires filling only four times in year. Office Appliances, February, Page 80.

SENGBUSCH SELF-CLOSING INKSTAND COMPANY, Milwaukee, Wis.—Sengbusch self-closing lockwell, locked to desk, protecting owner from theft or damage. Office Appliances, February, Page 78.

LAMPS AND LAMP FIXTURES.

PARAGON SELLERS COMPANY, 160 North Fifth Avenue, Chicago.—Paragon Handy Lamp Bracket—a lamp, revolving shade or reflector, silk-covered coil spring hanger and 10 foot extension cord; bracket connects to any electric light socket. Office Appliances, September, Page 55.

H. G. McFADDIN CO., New York.—Emeralite lamp shades.

WILLIAM F. WOLFF, 32 Union Square, New York City.—Ellis adjustable lamp, concentrating light within 6 feet radius by means of felted clamp and rigid bracket for attachment; plug fits any standard socket. Office Appliances, March, Page 100.

LOOSE LEAF.

ANCHOR LOOSE LEAF MFG. COMPANY, Cincinnati, O.—Binders, holders and metal parts.

BOORUM & PEASE LOOSE LEAF BOOK COMPANY, New York.—"Standard" loose leaf devices.

ELMER E. BUCHAN, Chicago.—Loose leaf pocket note-book, with Buchan binder; flat opening; small margin required for punching "T" shaped perforations which fit over rings of book; sheets can be removed from binder singly. Office Appliances, April, Page 120.

CHICAGO CALCULATING COMPANY, 427-30 Ashland Block, Chicago.—Loose leaf sheet for taking inventories and checking up extensions, divided into eight columns, for various items; series of perforations permit detachment of parts. Office Appliances, May, Page 64.

C. S. & R. B. COMPANY, Chicago, Ill.—De Luxe Line Ledger Outfits—made in standard sizes and gauges; sheets of high grade linen ledger paper with flexible hinge; guaranteed to lie flat in the binder. Office Appliances, June, Page 132.

HAMACHER-HAWKINS MANUFACTURING COMPANY, Formerly Kansas City, Mo.—Duplex loose leaf ring book; eliminates space often lost by rings by lapping two fillers in Duplex cover—all popular bindings and standard punchings. Office Appliances, December, Page 118.

HEINN COMPANY, THE, Milwaukee, Wis.—"Badger Kee-Lok" ledgers and other lines.

NELSON CORPORATION, Chicago, Ill.—Loose leaf scrap book, envelopes taking place of loose leaves, firmly held by cloth strips at back, through which holes are punched for binder prongs; called "The Banner Scrap Album." Office Appliances, March, Page 128. Full lines.

IRVING-PITT MFG. CO., Kansas City, Mo.—"I.-P." standard lines of loose leaf devices.

JONES IMPROVED L. L. SPECIALTY CO., Chicago.—Loose Leaf accounting devices.

KALAMAZOO LOOSE LEAF BINDER CO., Kalamazoo, Mich.—Loose leaf devices of special construction; automatic index, etc.

MANN COMPANY, THE, Philadelphia, Pa.—Loose leaf devices, manifold paper, etc.

MILLER, H. C. & CO., Milwaukee.—Standard lines.

NATIONAL BLANK BOOK CO., New York.—"Multi-Ring" books and other loose leaf devices.

NATIONAL BLANK BOOK COMPANY, Holyoke, Mass.—"Jumbo Royal" loose leaf ledger, 23x32 inches closed, with flat key lock, ball bearings, right and left

screw for binding device; like all Royals, handsomely bound. Office Appliances, November, Page 113.

PLEW & MOTTER CO., Chicago.—"Silver Cap" sectional post binders and standard lines.

PROUDFIT LOOSE LEAF CO., Grand Rapids, Mich. —Spring back lines; devices for all purposes without posts or thongs.

SAMUEL C. TATUM COMPANY, Cincinnati, Ohio.—Device for crimping, flexing and scoring loose leaf ledger sheets; three pairs crimping rolls; one of ironing rolls; 36x25 inches; weighs 200 lbs.; open side machine with steel roll shafts. Office Appliances, November, Page 114. Full lines loose leaf.

SHEPPARD CO., THE, C. E., New York.—Full lines, sold under trade name, "Cesco."

SHERICK, HENRY C., Cincinnati, O.—Loose leaf metals, parts, binders, etc. "Eureka" nonprojecting post binder.

STATIONERS' LOOSE LEAF CO., New York, N. Y. —Price and ring book metals and standard lines.

TENACITY MANUFACTURING COMPANY, Cincinnati, Ohio.—Tenacity Steel Back Ledger, equipped with "taper-bore cone" safety lock; prevents tampering with book; equally useful on ordinary transfer binder. Office Appliances, August, Page 44.

TENGWALL CO., THE, Chicago and New York. —Standard lines.

TRUSSELL MANUFACTURING COMPANY, Poughkeepsie, N. Y.—Unlined loose leaf price book (Gilt-edge line) with or without pocket, bound in black levant grain cowhide, unlined; 125 or 250 sheets capacity. Office Appliances, November, Page 124.

(See title "Loose Leaf and Magazine Binders.")

METAL MISCELLANIES.

GOODLINE MANUFACTURING COMPANY, Kent, Ohio.—All-metal guide card, made of very thin cold rolled steel, enameled, as is also guide tip. Key words readily slipped out and in. Office Appliances, October, Page 47.

TENACITY MANUFACTURING COMPANY, Cincinnati, Ohio.—Lockpost hardware catalogue metal for use of wholesale salesmen; may be supplied with wood strips at top and bottom and with nickel-plated back flanges; useful for cheaper ledger outfits. Office Appliances, May, Page 117.

SAMUEL C. TATUM COMPANY, Cincinnati, Ohio.—Metal gauge card, showing different shapes and styles of round hole and special punching and perforating which can be done on Tatum machines. A handy index to purchasing for buyers. Office Appliances, April, Page 118.

MISCELLANEOUS MAILING DEVICES.

MONTAGUE MAILING MACHINE COMPANY, Chattanooga, Tenn.—Montague Office Addressor and Imprinter; base a solid casting; address plates placed in hopper to right, thence carried to printing point; printing done by automatically moving typewriter ribbon. Office Appliances, July, Page 63.

C. L. NASH, Big Stone Gap, Va.—Shut-End Mailing Tube, in which a knotted wire or looped cord is strung crosswise into slots or holes in the open ends of tube after enclosure is inserted, closing the ends. Office Appliances, September, Page 56.

VULCAN ELECTRIC HEATING COMPANY, 1120 Military Road, Buffalo, N. Y.—The Vulcan Electric Wax Melter and Dropper; electrically self-heated and equipped with a temperature regulating device; aluminum, polished wood and nickel plate finish. Office Appliances, June, Page 134.

MUSIC CABINET.

AUTOMATIC FILE AND INDEX COMPANY, Green Bay, Wis.—An automatic music cabinet with hinged cover with automatically expanding filing receptacle like that used in desk files; can be converted into disc record cabinet with 100 guides. Office Appliances, October, Page 51.

OFFICE CHAIRS.

C. A. COOK, Cambridge, Mass.—Typewriter chairs.

DETROIT RACK COMPANY, Detroit, Mich.—All-steel chair, made without castings; back and legs of heavy steel tube; braces and seat rim, of cold rolled steel. Screws are eliminated. Oak or mahogany wood veneer seat. Office Appliances, June, Page 108.

JOHNSON CHAIR COMPANY, 4401-4531 West North Avenue, Chicago.—An office chair in golden oak or solid mahogany, polished, with leather, perforated, slip seat. Office Appliances, June, Page 110.

W. H. GUNLOCKE CHAIR CO., Wayland, N. Y.—General office chairs.

B. L. MARBLE CHAIR COMPANY, Bedford, Ohio.—New base for revolving office chairs with cylindrical center and four filler pieces which powerfully brace feet, being driven into dove-tail grooves. Office Appliances, January, Page 102.

MARBLE & SHATTUCK CHAIR COMPANY, Cleveland, Ohio.—An "unbreakable" rotary chair iron, mechanically constructed and accurately fitting in base, securing perfect rigidity; raised or lowered by occupant of chair. Office Appliances, June, Page 110.

MILWAUKEE CHAIR COMPANY, Milwaukee.—Full lines office chairs.

MURPHY CHAIR COMPANY, Detroit.—New line office chairs.

S. K. PIERCE & SONS, Gardner, Mass.—General line office chairs.

OFFICE TABLES.

ADJUSTABLE COMPANY, Grand Rapids, Mich.—A table instantly adjustable to any desired height by the turning of a ball-bearing wheel. Especially useful for adding machines or typewriters. Office Appliances, June, Page 108.

CONREY-DAVIS MANUFACTURING COMPANY, Shelbyville, Ind.—An office table, made in golden oak, dull, light or derby oak, of novel design. Office Appliances, June, Page 108.

ST. JOHNS TABLE COMPANY, Cadillac, Mich.—A directors' table of dull-finish gold; top 1½ inches thick, of solid quartered oak; legs, solid plain oak; platform bases 2 inches thick, with plain feet; stretcher 10 inches wide. Office Appliances, June, Page 111.

STOW & DAVIS FURNITURE COMPANY, Grand Rapids, Mich.—General lines.

SHELBYVILLE DESK COMPANY Shelbyville, Ind.—General lines.

LOUIS F. NONNAST, 1015 North Halsted Street, Chicago, Ill.—New line of guaranteed office tables, ranging from a small telephone stand to a directors' table. Designs and material offer many novel features. Office Appliances, June, Page 111.

PAPER FASTENERS.

CLINCH CLIP CO., Buffalo, N. Y.—Paper clips and new gummed letter carbon discs.

CLIPLESS PAPER FASTENER CO., Newton, Ia.—Paper fastener which folds paper through itself.

VICTOR M. GRAB & COMPANY, 0-35 Ashland Block, Chicago.—The Grab Paper Fastener, a paper fastening machine which cuts and folds the fastening out of the paper itself. Office Appliances, November, Page 114.

GRAFF, GEORGE B. CO., Boston, Mass.—Vise Clips and "Steel-Tye" expanding envelopes.

O. K. MFG. CO., SYRACUSE, N. Y.—Washburne's patent O. K. and adjustable paper fasteners.

ROCKWELL-BARNES CO., Chicago.—"Rockbarnes" brass paper fasteners.

L. J. ROONEY, Manager, Anthony Eisler & Company, New York City.—A brown paper clip, gummed on one side for attaching papers, duplicate and triplicate clips also patented. The line is known as the Presto. Office Appliances, June, Page 65.

SUPERIOR MFG. CO., Sidney, Ohio.—Paper fasteners with two points prevent papers from pivoting; made in three sizes.

PAPER MACERATING MACHINE.

BLOMFELDT & RAPP, 108 North Jefferson Street, Chicago.—No. 4 Paper Macerating Machine, with rotary cutters, occupying 22x32 inch space; circular knives of tempered tool steel, each interchangeable; well protected cut gears. Office Appliances, January, Page 73.

PAPER-TESTING MACHINE.

ASHCROFT MANUFACTURING COMPANY, 85-89 Liberty Street, New York City.—Machine for testing paper stock with 140 pounds capacity; nickel-plated, with white enamel dial and calfskin case; metal arm clamp holds paper while plunger makes test. Office Appliances, November, Page 127.

PEN AND PENCIL CLIPS.

PARKER PEN COMPANY, Janesville, Wis.—The Level Lock Clip for Parker Lucky Curve fountain pens; working parts inside cap; when cap is over nozzle, nozzle automatically pushes clip above cap; cap catches in pocket and holds securely. Office Appliances, October, Page 47.

VAN VALKENBURG, L. D., Holyoke, Mass.—"Faultless" pen and pencil holder.

PENS (GOLD).

BEAUMEL & CO., D. W., New York.—Standard gold pens.

GAYDOUL, GEO. P., New York.—All styles.

HOLLAND, JOHN, GOLD PEN CO., Cincinnati.—All shapes and styles.

PENCILS.

JOSEPH DIXON CRUCIBLE CO., New York.—All grades.

EAGLE PENCIL COMPANY, New York City.—Simplex Automatic Pencil with sharpening device at one end; leads adjustable by slight turn of metal end; made also with red eraser or with copying and colored lead. Office Appliances, August, Page 44.

EBERHARD FABER, New York.—All grades.

SELF SHARPENING PENCIL COMPANY, Providence, R. I.—A pencil whose lead is in the shape of a concave triangle, with similar case, with device for self-sharpening. Office Appliances, July, Page 126.

PENCIL SHARPENERS.

AUTOMATIC PENCIL SHARPENER COMPANY, 37 East 28th Street, New York, and 30 East Randolph Street, Chicago.—Climax Pencil Sharpener—the latest Apsco product; finished in gun metal, nickel plated, 22½ inches cutting surface; automatic feed. Office Appliances, October, Page 49.

CUSHMAN & DENISON COMPANY, 240-242 West Twenty-third Street, New York City.—"L. E. B." pencil sharpener, built on draw-cut principle, the knife cutting from heel to point; finely tempered blades, readily resharpened; "cannot break the lead." Office Appliances, April, Page 80.

A. B. DICK COMPANY, Chicago.—Planetary pencil pointer.

C. L. NASH, Big Stone Gap, Va.—Visible Pencil Sharpener, serving also as penwiper and eraser: a blade to sharpen wood, an abrasive surface to whet leads and a soft finishing surface for polishing. It fits the pocket. Office Appliances, September, Page 56.

NEW ERA MANUFACTURING COMPANY, 315 Fourth Avenue, New York City.—New Era Self-Sharpening Pencil Pointer; looks and works like a numbering stamp; pencil is inserted and clamped and plunger worked up and down; four inches cutting edge. Office Appliances, October, Page 46.

RONEO COMPANY, London and New York.—No. 6 Roneo Pencil Sharpener; heavily built; interior revolves at touch of lever and opens for removal or cleaning; extra interior section with each machine. Office Appliances, August, Page 45.

C. SPIRO MFG. CO., New York.—The Rapid Pencil Sharpener for any shape of pencil, round or hexagonal.

PENHOLDERS.

CENTER SHAFT PENHOLDER COMPANY, Hanover, Pa.—A well made penholder with space for advertising lettering near pen end. Office Appliances, December, Page 118.

PLAYING CARDS.

UNITED STATES PLAYING CARD COMPANY, Cincinnati, Ohio.—"Air-Cushion" card finish with smooth wearing surface, preventing a misdeal by air grooves length and width of both sides of card. Office Appliances, March, Page 82.

PEN TRAYS.

MELTON-RHODES COMPANY, INC., Greensboro, N. C., and Washington, D. C.—Pen tray matching modern desk finish—No. 100 P. T.—with small drawer under pen rack cut in three compartments; has felt discs to prevent marring desk. Office Appliances, September, Page 172.

PERFORATION.

AMERICAN PERFORATOR COMPANY, 631 West Jackson Boulevard, Chicago, Ill.—A motor-driven, automatic numbering perforator which numbers any quantity of papers at a stroke. Office Appliances, October, Page 102.

PRINTING PRESS SPEED ATTACHMENT.

MIEHLE PRINTING PRESS AND MANUFACTURING COMPANY, 14th and Robey Streets, Chicago.—Upham color and speed attachment for Miehle press, printing two colors in one operation; auxiliary grooved plate cylinder mounted in frames. Office Appliances, July, Page 66.

PUNCHES.

SAMUEL C. TATUM COMPANY, Cincinnati, Ohio.—"Marvel" and "Hummer" paper punches; former operates on arbor, rack and pinion principles, has adjustable side gauge and solid iron base. Hummer similar, for either round or slotted holes. Office Appliances, February, Page 76.—"Tri Mee" punch for punching rigg book sheets. Built like Marvel and Premier punches. Base finished in apple green; trimmings nickel plated. Office Appliances, October, Page 49.

REBUILT TYPEWRITERS.

See advertisers' index (classified).

RULERS.

AMERICAN MANUFACTURING CONCERN, Falconer, N. Y.—Rulers and file boards.

HUNT RULER COMPANY, Buffalo, N. Y.—Flexible steel ruler of oil-tempered spring steel which can be bent to rule curved surface and later regain normal shape; metal straps prevent slipping; blotting pad takes ink; nickel or oxidize finish. Office Appliances, September, Page 86.

SAFES.

MEILINK MFG. CO., Cincinnati, O.—See steel filing goods.

SAFE CABINET CO., Marietta, O.—See steel filing goods.

VICTOR SAFE & LOCK CO., Cincinnati, O.—Full line fireproof safes.

SHORTHAND MACHINES.

CHARLES BIVORT, 28 Boulevard St. Denis, Paris, France.—Stenophile-Bivort shorthand machine, new model No. 3, writes all languages, visible, silent. Office Appliances, July, Page 66.

UNIVERSAL STENOTYPE COMPANY, Owensboro, Ky.—The Stenotype, a machine for writing a simplified shorthand at phenomenal speed; 22 keys set in pairs print on narrow sheet from which transcription

is later made; 8 pounds weight; noiseless in operation. Office Appliances, August, Page 56.

SHOWCASES.

DETROIT SHOWCASE COMPANY, Detroit, Mich.—Frameless, plate-glass showcase, doors sliding on ball-bearings and lined with imported German plate mirrors; sanitary base, metal legs 6 inches high; size, 42x26x26 inches; paneled base, 10 inches high. Office Appliances, September, Page 203.

SPECIALTIES.

E. W. BENNETT, New Britain, Conn.—Sales record and expense book of vest pocket size; record good for four to eight years; bound in leather and ruled. Office Appliances, January, Page 130.

WADE A. BROWN, 1504 Steger Building, Chicago, Ill.—"Free Hand Pencil Ring" of gold, silver and hard rubber, to fasten on forefinger and direct motion of hand in writing. Office Appliances, August, Page 44.

HALL & McCHESNEY, Syracuse, N. Y.—An Investment Record showing principal and annual revenue from any investment; made in both 100 and 200-page form, bound in Russia and cloth—also in 25-page form, full cloth; bond column shows amortization. Office Appliances, October, Page 51.

JORDAN PUBLISHING COMPANY, Wheaton, Ill.—"The Bride's (gift) Book," comprising original verse, illustrated, and space for records; designed in white embossed leatherette, cobweb pattern, gold cover stamp and gold edges. Office Appliances, January, Page 90.

WILLIAM E. LEUCHTENBERG COMPANY, 32 Union Square, New York City.—Star Furniture Chamois for wood and Star Polishing Cloth for metal surfaces; cloth itself contains acidless and non-combustible polish of sanitary oils and powders. Office Appliances, July, Page 67.

C. L. NASH, Big Stone Gap, Va.—The Nash Safety Watch and Key Chain, locking to trousers waistband, the looped end of the key chain forming a key ring and adjusting the key chain to required length. Office Appliances, September, Page 56.

OLIVER MANUFACTURING COMPANY, 308 Walnut Street, Philadelphia, Pa.—Oliver Universal Desk Set, comprising phone desk pad, monthly monitor and daily monitor desk sets; metal base mounted on rubber feet. Office Appliances, September, Page 51.

PELOUZE MANUFACTURING COMPANY, 232-242 East Ohio Street, Chicago, Ill.—Electric comb and curling iron, specially adapted to drying hair quickly after shampooing and as scalp tonic. Office Appliances, September, Page 52.

RAVENSWOOD OFFICE SPECIALTIES COMPANY, 1471 Irving Park Boulevard, Chicago, Ill.—Rosco glass desk pad for holding papers in place on desk while permitting them to be seen; base of seasoned binder's board; edges covered with leatherette. Office Appliances, September, Page 52.

WEIS MANUFACTURING COMPANY, Monroe, Mich.—Two scrapbooks of medium heavy gray paper, 100 pages (Styles Nos. 181, 183 and 185), bound in three-quarter genuine seal-grained leather, black and gold embossed with silk finish embossed cloth sides. Office Appliances, January, Page 109.

W. M. WEBB, 130 West Penn Street, Germantown, Philadelphia, Pa.—"Penup," a semi-spherical glass device which holds a fountain pen, imbedded in its center, upon any desk with point upright; holds all pens with caps half inch or less in diameter. Office Appliances, December, Page 85.

STAMP AFFIXERS.

EXTENSIVE MANUFACTURING COMPANY, 90 West Street, New York City.—World-Wide Stamp Affixer, made entirely of pressed steel, "unbreakable," showing place clearly where stamp is to be affixed; weighs one pound; registers to 100,000; "pilferage-proof." Office Appliances, October, Page 50.

H. G. KILBOURNE COMPANY, Boston and New York.—Standard Stamp Affixer which operates with stamps coiled sidewise and perforated, in rolls of 500; moistens envelope, not stamp; operates without knife; "2,400-2,500 and hour." Office Appliances, February, Page 80.

MAIL-OM-ETER COMPANY, Rochester, N. Y.—Practical line of machines.

MERIDEN MANUFACTURING COMPANY, Lincoln, Neb.—Meriden Quick Stamper; sticks 3,000 stamps an hour; operated by drooping roll of 500 stamps into stamper which moistens and affixes; made of brass, nickeled; a sanitary device. Office Appliances, November, Page 120.

MULTIPOST CO., Rochester, N. Y.—Multipost stamp affixer and accountant in two sizes.

PURITAN MAILING MACHINE COMPANY, 301 Congress Street, Boston, Mass.—Peerless portable stamp affixer; feeds, cuts and affixes stamps at "speed of 100 per minute." Office Appliances, March, Page 86.

OFFICE APPLIANCE MANUFACTURING COMPANY, Providence, R. I.—Speed table attachment for White Stamp Affixer to facilitate mail handling. A basket receives letters ready for affixing and a level platfrom permits fast sliding of letters for operation. Office Appliances, March, Page 131.

STANDARD STAMP AFFIXER COMPANY, Somerville, Mass.—Standard Model E Stamp Affixer, portable, equipped instead of finger feed with two devices for bending stamp at perforation, engaging it at bend and feeding it forward; weighs 13 ounces; aluminum; detachable moistening device. Office Appliances, October, Page 46.

STAMP SELLING MACHINE.

SCHERMACK COMPANY, Detroit, Mich.—Schermack sanitary postage stamp selling machine, selling stamps from rolls requiring no special perforation; can be loaded with roll of 500 in a minute; sell one stamp at a time or 5-10 cents worth. Office Appliances, May, Page 77.

STATIONERY.

BLACK LITHOGRAPHIC COMPANY, 200 William Street, New York City.—Continental Bond Brand, notes, drafts and receipts; a new, moderate-priced line well lithographed on good stock, embodying principal features of other lines of company. Office Appliances, October, Page 130.

GOES LITHOGRAPHING COMPANY, Fifty-first and Clark Streets, Chicago, Ill.—New line of bond blanks in three designs, each in three colors—blue, green and orange; unnumbered coupons adaptable to any-sized issue. Office Appliances, January, Page 114.

A. S. LANDSBERG, 29 Beekman Street, New York City.—Elsinore Manifold Parchment, very thin yet strong and stiff enough to stand upright in files; surface chemically treated to copy without smut; eleven different shades. Office Appliances, July, Page 83.

STATIONERY MISCELLANIES.

IMPERIAL METHODS COMPANY, Market and Madison Streets, Chicago, Ill.—Imperial Stationery Rack No. 20, end opening, and No. 30, side opening; quartered oak or birch mahogany, dove-tailed corners; shelves 3-ply veneer. Office Appliances, March, Page 142.

STEEL DESKS.

UNITED STATES STEEL FURNITURE COMPANY, Syracuse, N. Y.—A new line of steel desks which can be taken apart readily and shipped K. D.; equipped with suspension which eliminates angle iron and channels; no sharp corners; olive green, oak or mahogany. Office Appliances, October, Page 80.

MOORE BROTHERS, Indianapolis, Ind.—Sanitary steel office furniture characterized by curves and plain smooth, hard surfaces; any finish, grained to represent any standard furniture wood. Office Appliances, February, Page 79.

For other manufacturers see appropriate titles.

STEEL FILING GOODS.

ACME BURGLAR & FIRE-PROOF SALES COMPANY, Bridgeport, Conn.—Acme fire-and-burglar-proof cabinet, a double-walled steel box, oak or mahogany finish, lined with woolen baize; weighs 10 pounds; brass and gold trimmings. Office Appliances, December, Page 96.

ART METAL CONSTRUCTION COMPANY, Jamestown, N. Y.—Vertical filing cabinets of steel, one piece, four drawers, sides and ends formed from a continuous plate, for use as individual cabinets. Office Appliances, June, Page 108.—Automatic stack lock for horizontal sectional filing cabinets, locking or releasing all drawers at one motion by a half-turn of a lever in the base, released by a key. Office Appliances, June, Page 108.

BARLER FILE COMPANY, 60 West Lake Street, Chicago, Ill.—Barler steel document box; double-hinged flat-opening cover; Corbin lock, with two steel keys; 20 strong 100 lbs. manilla pockets, 4½x10¾ inches with metal eyelets; gold striped enamel finish. Office Appliances, September, Page 51.

CROWN METAL CONSTRUCTION COMPANY, Jamestown, N. Y.—Four-drawer vertical file of frictionless operation and superior to climatic changes. The Crown Modern Safe is also made in harmonious design to this file. Office Appliances, June, Page 108.

O. M. EDWARDS COMPANY, Syracuse, N. Y.—Steel vertical sectional units of the Omeco line, made to interlock rigidly so that any number can be made into a practically solid cabinet. Office Appliances, June, Page 109.

GENERAL FIREPROOFING COMPANY, Youngstown, Ohio.—Vertical upright steel filing cabinet of progressive movement, roller suspension, with automatic general lock, push button type, and Wydesteel horizontal sections 35 inches wide. Office Appliances, June, Page 109.—Full width horizontal filing sections, 35 inches wide, permitting the intermembering of two U-Nettes side by side into any stack of Wydesteel. Office Appliances, January, Page 78.

GLOBE-WERNICKE COMPANY, Cincinnati.—Full lines steel filing cabinets.

MEILINK MANUFACTURING COMPANY, Toledo, Ohio.—New lightweight filing safe, with steel angle frames, electrically welded throughout and staybolted front to back, drawing frames tight against 14-gauge steel shells, set in channel grooves. Office Appliances, June, Page 110.—Steel vault (portable) with filing units; fire protection of 1,000 degrees on 45 minute exposure; electrically welded steel door frame; all parts lock into one piece when set up. Office Appliances, March, Page 118.

SAFE CABINET COMPANY, Marietta, Ohio.—New steel library system—the "S.-C. Book Unit"—built up by skeleton-wall sections with neither top nor bottom, forming an open interior. The finish is in olive green, mahogany and oak. Office Appliances, June, Page 111.

TOLEDO METAL FURNITURE CO., Toledo, O.—Uhl Art Steel Cabinet and Typewriter stand and other goods.

VAN DORN IRON WORKS, Cleveland, Ohio (Metallic Furniture Department).—New line of vertical divisions of steel stock sections, including a full filing equipment in steel for all purposes; sections individually or in combination. Office Appliances, November, Page 124.

YAWMAN & ERBE MANUFACTURING COMPANY, Rochester, N. Y.—Record filing safe built with welded angle frame of heavy steel; two layers of heavy re-rolled steel with 2-inch air space; contents protected by heat-resistance of oak filing cabinets. Office Appliances, April, Page 100.

TABULATING MACHINE.

TABULATING MACHINE COMPANY, 1054 Thirty first Street, N. W., Washington, D. C.—Hollerith tabulating machine for compiling statistics; two machines and a card puncher afford complete system; electricity sorts cards; tabulated by punch-marks. Office Appliances, April, Page 56.

TELEPHONE CONVENIENCES.

AMERICAN CLIP COMPANY, New York City, N. Y.—A "Handy Book Hanger," a simple device to take the place of the string on the telephone book. Office Appliances, June, Page 133.

GOODLINE MANUFACTURING COMPANY, Kent, Ohio.—Appliance for attaching telephone to desk or wall, making it easy to take up or lay down telephone while using. Two grooved rods hold phone, one on each side of upright; durably made of cold rolled steel. Office Appliances, April, Page 57.

KRACKER SALES COMPANY, 303 Fifth Avenue, New York City.—Kracker telephone muffler, securing privacy while phoning; soundproof and simple in construction; sound waves strike cellulold disc, rebound and are carried through vibrationless spiral coil. Office Appliances, May, Page 85.

OLIVER MANUFACTURING COMPANY, 305 Walnut Street, Philadelphia, Pa.—Equipose adjustable telephone arm for turning phone to any desired position; adjustable anywhere on desk; two arms may be attached to standard in floor for use at opposite desks. Office Appliances, April, Page 77.

S. & M. ELECTRIC COMPANY, 471 Monadnock Building, Chicago, Ill.—Whispering Telephone Mouthpiece of sanitary aluminum; parabolic vibrator distributes and magnifies sound waves, especially for long-distance conversation. Office Appliances, March, Page 131.

SMITH SELLING & ADVERTISING COMPANY, 1337 Arch Street, Philadelphia, Pa.—Flack telephone muffler, made of aluminum with red rubber pneumatic pads and sanitary. Sound is muffled at transmitter and is also inaudible at other end of wire. Office Appliances, April, Page 73.

TIME RECORDERS.

FOLLETT TIME RECORDER COMPANY, New York.—Time recording machines and time stamps.

SOHM ELECTRIC SIGNAL & RECORDING COMPANY, 1770 Berteau Avenue, Chicago, Ill.—Sohm time registering and cost recording machine, also an elapsed time accumulator and recorder, controlled by master clock; record on paper ribbon. Office Appliances, May, Page 47.

STROMBERG ELECTRIC COMPANY, Chicago, Ill.—Stromberg Electric Chronograph, an electrically operated time recorder, controlled by master clock; positive action; dial hands moved by magnetic current controlled by contact attached to clock. Office Appliances, September, Page 210.

TAYLOR, TAYLOR & HOBSON, LTD., Leicester, England.—Talykron Time Recorder, a clock plus a mechanism for printing time cards, showing time put in on each detail of work; iron case, enamel finish. New York office, 1135 Broadway. Office Appliances, November, Page 113.

TIME STAMPS.

J. P. COOKE COMPANY, Omaha, Neb.—A special time stamp for stationers' sale; packed in cartons; may be used for five purposes—"Rec'd," "Ans'd," "Filed," "Ent'd" and "Del." Office Appliances, August, Page 63.

ELLIS TIME STAMP CO., Chicago.

S. H. HOGGSON & COMPANY, Arlington, N. J.—Hoggson Pocket Time Stamp, Model D, 4½ inches high, 9 ounces, portable, wrought brass case with telescopic metal spring base, guaranteed dust-proof; gun

metal finish; interchangeable dies. Office Appliances, September, Page 215.

TYPEWRITERS.

BLICKENSDERFER MFG. CO., Stamford, Conn.—Blickensderfer machines in different models.

ELLIOTT-FISHER CO., Harrisburg, Pa.—Bookkeeping machines for writing in loose leaf or bound books.

FOX TYPEWRITER COMPANY, Grand Rapids, Mich.—New Model Fox No. 24; takes paper 10½ inches wide and writes line 8.8 inches long; 88-key board; visible; back spacer permits insertion of omitted letter; also stencil cutting attachment. Office Appliances, January, Page 87.

HAMMOND TYPEWRITER COMPANY, 69th to 70th Streets and East River, New York City.—New reversible machine, writing either way in Hebrew, Arabic, English and Russian; type shuttle makes necessary shift in less than 10 seconds. Office Appliances, January, Page 127.

OLIVER TYPEWRITER CO., Chicago.—Oliver typewriters.

PITTSBURGH VISIBLE TYPEWRITER COMPANY, Union Bank Building, Pittsburgh, Pa.—Model 12 of this machine permits writing in either red or black on same page; each type-bar runs between its own guides; removable basket; writes all languages. Office Appliances, September, Page 168.

REMINGTON TYPEWRITER COMPANY, New York City.—A Remington which writes the Siamese language—non-Roman characters—Visible Model No. 10. This is the eighty-fifth foreign tongue to be "conquered" by the Remington. Office Appliances, May, Page 61.

ROYAL TYPEWRITER CO., New York.—Royal typewriters.

SECOR TYPEWRITER CO., New York.—Secor typewriters.

L. C. SMITH & BROS. TYPEWRITER CO., Syracuse, N. Y.—L. C. Smith typewriters.

STANDARD TYPEWRITER COMPANY, Groton, N. Y.—Corona typewriter (new Standard Folding Model)—No. 3—Visible, front-stroke, type-bar, double-shift, standard 84-key board, two-color ribbon; aluminum frame, japanned black finish. Office Appliances, March, Page 88.

STERLING SALES COMPANY, INC., 299 Broadway, New York City.—The Sterling Typewriter, visible and international in alphabet equipment; a type segment instantly changes the language typed; standard keyboard, double shift. Office Appliances, November, Page 114.

UNDERWOOD TYPEWRITER CO., New York, N. Y.—Underwood typewriters.

VICTOR TYPEWRITER COMPANY, 812 Greenwich Street, New York City.—Victor No. 3, visible; a type-bar, front-stroke machine, with standard 84-key board; no exterior attachments; individual lever adjustment; positive ribbon action. Office Appliances, May, Page 52.

VISIGRAPH TYPEWRITER CO., New York. (See description in this issue.

TYPEWRITER CABINETS.

FRED G. BERG and MERLE B. HORNEY, Enid, Okla.—Typewriter ribbon stock and sales cabinet, a group of 78 partitioned chutes enclosed in frame, with self-invoicing cabinet; movable counting arrangement shows desired number of chute. Office Appliances, April, Page 116.

BYRON TYPEWRITER CABINET COMPANY, 71 Griswold Street, Detroit, Mich.—Typewriter cabinet of compact, protected design, sanitary and enabling stenographer to have within hand's reach all necessary papers. Office Appliances, January, Page 69.

CELINA SPECIALTY COMPANY, Celina, Ohio.—Typewriter cabinet with drawers—No. 40-A—the table heavily built, with 1 1/16 inch round steel legs and large drawers, quartered oak or birch mahogany, 3x8x18 inches; lever equips it with casters. Office Appliances, September, Page 55.

MARYSVILLE CABINET COMPANY, Marysville, Ohio.—Queen Typewriter Carriage and Cabinet, with new attachment to keep machine always level; attachable to any desk; made in two sizes, 18 and 22 inches wide. Office Appliances, June, Page 110.

TYPEWRITER DESKS.

HENDERSON DESK COMPANY, Henderson, Ky.—Sanitary flat top drop typewriter desk (No. 339), with three drawers down the right hand side and above them the necessary slide; writing bed of five-ply built up stock. Office Appliances, December, Page 116.

JAMES S. HUNTER, Boston, Mass.—Flat-top typewriter desk, quartered oak or mahogany, with typewriter shelving rest at right and five-ply built-up writing bed; legs 2 inches square; a lift brings it into position and thumb screw provides adjustment. Office Appliances, October, Page 51.

MARYSVILLE CABINET COMPANY, Marysville, Ohio.—Typewriter desk of novel and ingenious attachment for machine; does not cut the writing bed, which is left free for papers, and is equipped with filing drawers. Office Appliances, June, Page 139.

MOON DESK COMPANY, Muskegon, Mich.—Automatic typewriter attachment; a typewriter desk arranged with a door instead of a roll curtain. When door is closed desk appears to be composed entirely of drawers. Office Appliances, April, Page 112.

VALLEY CITY DESK COMPANY, Grand Rapids, Mich.—Typewriter desk 42x32 inches, 160 pounds weight, knockdown construction; quartered oak front; made in imitation mahogany or with solid mahogany front and top; 5-ply bed 1⅛ inches thick. Office Appliances, September, Page 209.

TYPEWRITER MISCELLANIES.

AMERICAN FEEDOGRAPH COMPANY, 29 South Sixth Street, Philadelphia, Pa.—"The Feedograph," an automatic typewriter sheet feeder, taking 100 sheets at a time; acts while operator is working; pulling out sheet injects another. Office Appliances, January, Page 104.

J. J. CROOKS, 668 Grand River Avenue, Detroit, Mich.—Washable China bristle typewriter brush to clean all of machine except type; tapers to point for insertion at smallest opening; bristles "non-breakable." Office Appliances, February, Page 80.

E. E. FORES, 3502 Forest Avenue, Chicago, Ill.—Durable rubber covers for typewriters and adding machines; also handy basket pads in ten-yard rolls. Office Appliances, January, Page 116.

M. H. MASTER, Shenandoah, Pa.—Typewriter underscoring and ruling device, attachable to any machine and adaptable to any color of ink; special pens provided for use. Office Appliances, November, Page 128.

JOSEPH A. SCHMITT, Bedford, Ohio.—Patent on coloring typewriter keys to aid operator's accuracy; upper case letters of one color, lower of another; shift key same color as upper case. Office Appliances, October, Page 51.

W. M. SYKES, Aberdeen, Miss.—Self-opening and closing typewriter cover for keeping manuscripts clean and safe, worked by adjustable treadle plates and chain, attachable to any table or cabinet; collapsible cover for shipping. Office Appliances, August, Page 45.

TYPEWRITER SPACER.

AMES & FILSTEAD COMPANY, 508 South Dearborn Street, Chicago.—Amfil variable line spacer for typewriter; allows operator to start letter on a line with printed location without releasing paper feed rolls and drawing paper back to the line. Office Appliances, May, Page 125.

ADJUSTABLE TABLE CO., Grand Rapids, Mich.—"Satellite" stands for typewriters, etc.

TYPEWRITING STAND.

FOWLER-MANSON-SHERMAN CYCLE MANUFACTURING COMPANY, 900-910 West Lake Street, Chicago, Ill.—No. 2 Typewriting Stand for sitting position, built of steel tubing; top, 16x16 inches; five-ply veneer quarter-sawed oak face, mission or dark golden oak finish. Office Appliances, June, Page 109.

TYPEWRITER SYSTEM.

GUSTAVUS A. CAGE, Holly, Colo.—"Central System" for learning touch typewriting in which the thumbs determine all finger positions, together with the "General Key Finder," a mental device to facilitate fingering. Office Appliances, May, Page 66.

WARDROBES.

WAGEMAKER COMPANY, Grand Rapids, Mich.—Sanitary office wardrobe; panels of five-ply built up stock; high enough to prevent coats dragging; brass knob and cylinder lock, flat steel keys, brass caster sockets with diamond velvet casters. Office Appliances, March, Page 79.

WASTE BASKETS.

J. H. DORMAN COMPANY, Baltimore, Md.—Vul-cut fiber waste basket, one-piece, "will neither bend, break, rust nor corrode and are non-inflammable." Office Appliances, March, Page 83.

MOON DESK COMPANY, Muskegon, Mich.—Desk waste basket and customer; a box-basket made in square edge, of sanitary construction, legs equipped with sockets; costumer provided with brass hooks. Office Appliances, June, Page 111.

PROGRESSIVE WIRE GOODS COMPANY, Philadelphia, Pa.—Tinned wire desk basket which will not scratch; bottom equipped with all-metal ball feet which allow use on polished furniture without danger of marring. Office Appliances, October, Page 47.

ADD OFFICE FURNITURE LINE.

E. A. Holscher, widely known as a systems expert throughout the middle west, will open an up-to-date office furniture department for the S. G. Adams Stamp & Stationery Company at 412 North Sixth street, St. Louis, this month. This is the latest of a number of St. Louis stationery concerns recently to add office equipment to their lines and a significant indication of the growing importance of this field. The Adams Company will have a very elaborately and handsomely equipped department, which will make a strong appeal for the St. Louis trade.

M'KAY TAKES BIGELOW AGENCY.

W. L. McKay, a well-known office appliance specialty man, has become western representative for the Bigelow Binder Company, manufacturers of the widely used Big Ben Binder, and located at 106 East 19th Street, New York City. The rapid growth of the western business of the company necessitated the move.

M. S. & D. A. BYCK COMPANY, SAVANNAH, GA.—Left hand picture, Main Stationery Sales-room; center picture, Main Entrance and Show Windows; right hand picture, Furniture Department.

HUNT PEN CO. ENLARGE FIELD.

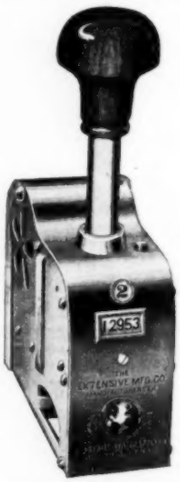
L. A. Hawkes of the C. Howard Hunt Pen Company states that they have decided to enlarge their field of operations by putting in an office appliance department. They have ample room for handling such a department and large grounds in addition to their present plant for the erection of buildings, and with this point in view they have purchased the business of the Oliver Manufacturing Company as a nucleus for an office appliance department in addition to their pen business. W. B. Oliver of the Oliver Manufacturing Company will be manager of their office appliance department and the Oliver products, including their Equipoise Telephone Arm, their Phone Serviset, Universal Desk Set, etc., will comprise the first devices which the Hunt Company will put out in this department. Mr. Oliver has a number of other things which are coming along which will be good additions to this line, and there will also be added from time to time such other meritorious articles as may be properly handled through such a department.

The additional line will be handled through the Hunt Pen Company's sales force and the devices already mentioned are sufficiently well known to the field to bring the assurance that future additions to the line will be equally useful and productive to the dealer as well as of service to the consumer.

The fact that the Hunt Pen Company have taken up such a department is an assurance to the field that it will be what it should be, as they have done much to put the pen business in this country on the proper basis through the establishment of their experimental department, which has undoubtedly raised the standard of the entire world insofar as the product of steel pens is concerned. This experimental department is equipped with modern machinery and expert workmen.

WORLD WIDE POSTAGE STAMP AFFIXER.

This product of the Extensive Mfg. Company, 90 West street, New York, comes prominently to the attention of the trade among the recent novelties. An absolute one year guarantee of workmanship, quality and wear is one of the strong recommendations of the World Wide Stamp Affixer. It registers up to 100,000, and its weight is only one pound. Experience shows that the claim of its manufacturers that it is "pilferage proof" is well substantiated by the solid strength of its manufacture and the compactness of its construction. Another great advantage is that it is a universal machine, handling any stamp used anywhere throughout the world without readjustment. It is made entirely of pressed steel and its claim to be unbreakable seems to be well supported. Another advantage is that the user can see just where he is affixing the stamp. This device, it is said, will handle any kind of perforations, will handle the stamps rolled lengthwise or sidewise, will handle the loose stamp in the roll, and will not register unless a stamp is used.



RECENT PRODUCT OF EXTENSIVE MFG. CO.

ELLIOTT-FISHER CO. STARTS NEW PLANT.

At 2:30 p. m. Monday, November 18, John Smith, Jr., the engineer, blew the factory whistle and all the factory and general office employes of the Elliott-Fisher Company assembled on the lawn north of the main factory building. H. A. Foothorap, factory superintendent, handed G. F. Watt, general manager, the pick, and John Smith, Sr., the company's oldest employe, the shovel, and amid much cheering of the Harrisburg division of Elliott-Fisher Efficiency and Economy Army, the first sod and dirt were turned in the excavation for a new modern daylight constructed concrete building, 234 feet long, 60 feet wide and four stories high; to cost, when finished, in the neighborhood of $100,000.

The business of the Elliott-Fisher Company has been growing by leaps and bounds and the present factory facilities are now inadequate. All departments have been running over-time all of 1912, and the factory is swamped with orders for The Bookkeeping Machine and other "Make Toil Easier" equipment, manufactured by this enterprising concern.

A large force of workmen started to work on the new building immediately after the first ceremonies above mentioned were over and the company hopes to occupy the new building next spring.

A RECENT ADDITION TO THE ELLIOTT-FISHER COMPANY'S FACTORY AT HARRISBURG, PA., WITH FACTORY EMPLOYES IN THE FOREGROUND.

The Best Carbon Paper And It's Advertised

Typewriter users everywhere know MultiKopy---know it as the best carbon paper. This is due to the superior merit of MultiKopy and our big advertising campaign.

TRADE MULTIKOPY MARK

Carbon Paper

This makes easy sales for dealers handling MultiKopy. The public is calling for it, and we refer thousands of interested inquiries to dealers.

We co-operate with you to the fullest extent. We'll send you a supply. Then, if sales aren't satisfactory, we'll relieve you of your stock, at cost price. Fair—isn't it?

Another big point is the fact that MultiKopy never changes on your shelves—never becomes dead stock. It is made *right*—not to give good service for a month and then dry out—but right for all time, *and we fill your orders promptly.*

MultiKopy makes black and blue copies that are absolutely permanent. It won't rub, smut nor become sticky. One sheet will copy 100 letters, or you can make 20 clear copies at one writing.

Write for our new literature. It's worth the reading.

Star Brand Typewriter Ribbons

are made in all colors—for all machines—all widths. They are in ever-increasing demand. Guaranteed to give 75,000 impressions of the letters "a" and "e" without clogging the type so as to show on the paper.

Write to-day for our terms and prices.

F. S. WEBSTER CO., 338 Congress Street, Boston, Mass.

NEW YORK, 398 Broadway
PITTSBURG, 829-830 Park Bldg.
VIENNA, Adlergasse, 16
CHICAGO, 222 W. Madison St.
LONDON, 67 King William St.
BERLIN, Friedrichstr., 60
PHILADELPHIA, 908 Walnut St.
PARIS, Rue Saulnier, 10
BUDAPEST, V-Alkotmany, u, 19

FUN AND FROLIC BY "Y. AND E."

Every one of the twenty-one members of the New York Branch Organization of Yawman & Erbe Manufacturing Company, with factories and executive offices at Rochester, N. Y., was on hand for the Second Annual Banquet of the branch, which was held on the evening of September 23, at the Broadway Central Hotel. For four hours good times filled the hearts and minds of the "Y. and E." people and business was forgotten. Special, clever and original songs combined with jokes and interesting talks to make the evening one not soon to be forgotten by those present.

Secrecy and surprise were the watchwords. Even the personnel of the Banquet Committee was unknown until late in the evening. The programs, attractively gotten up in blue covers, were passed around just as the guests were being seated. The idea of secrecy was consistently carried out even in the program. No names were listed after the different numbers. As the Chairman, Manager Rose, called for the different events, speculation as to who the speaker would be was rife.

The program post-prandial was opened by the Chairman, Manager Rose, with one of his characteristic and interesting talks, in which he recalled the last annual banquet of the "Y. and E." New York Branch, and traced the progress that had been made since that time. This was followed by songs, a comedy sketch by Mr. Darlington, chairman of the committee, and some interesting numbers by outside vaudeville talent.

The crowning event of the evening was a stereopticon talk by Charles Slemin, General Sales Manager for Yawman and Erbe Manufacturing Company, who had made the trip to New York for the express purpose of delivering the address. Mr. Slemin interestingly traced the history of the New York branch from the day it was established. He threw on the screen illustrations of the various branches of the company and different views of the factory in Rochester. Mr. Slemin's talk was received with great enthusiasm by the New York Branch Organization, as it has been by other branch organizations where it has been given.

This dinner and those held frequently at other "Y. and E." branches and at the home office, engender and reflect the fine spirit which prevails throughout that great organization.

THE BURROUGHS AND THE ELECTION.

The Burroughs Adding Machine Company, through its 122 branch offices loaned about 2,550 adding machines to newspapers all over the country, to be used in handling election returns. Burroughs officials estimate that at least 3,150 of their machines were used on the Taft, Roosevelt and Wilson count by newspapers alone, not including the hundreds of machines that were used in tabulating the official count.

More adding machines were used in this election by newspapers, according to Burroughs representatives, than have ever been used before. Three-fourths of all the machines used were loaned to newspapers without charge by the Burroughs offices.

Every newspaper that used the Burroughs was able, of course, to get local flashes at from a few minutes to an hour quicker than ever before, and the telegraphic flashes got on the wires that much quicker in these cities than ever before.

Almost every one of the 122 Burroughs offices throughout the country arranged to loan machines in their territories. Some of them created counting bureaus for all the newspapers in the towns in which they are located. Others sent machines to the places designated by the newspapers as a central counting bureau, and to individual newspapers. The Burroughs factory, for instance, shipped thirty-six machines to Buffalo for the use of the Newspaper Election Bureau. The Burroughs Buffalo office, through which the machines were loaned, also loaned several machines to individual newspapers.

A LIVE REMINGTON MANAGER.

A vigorous and graceful tribute to the business ability and public spirit of a well known Remington manager, clipped from the columns of the Springfield (Ill.) Evening News, will be of interest to the big Office Appliance family, among whom he is widely and pleasantly known. The following is the story of Mr. Billington's activities in Springfield, which have done so much to extend the Remington prestige throughout the large territory of which the Illinois capital is the center and distributing point:

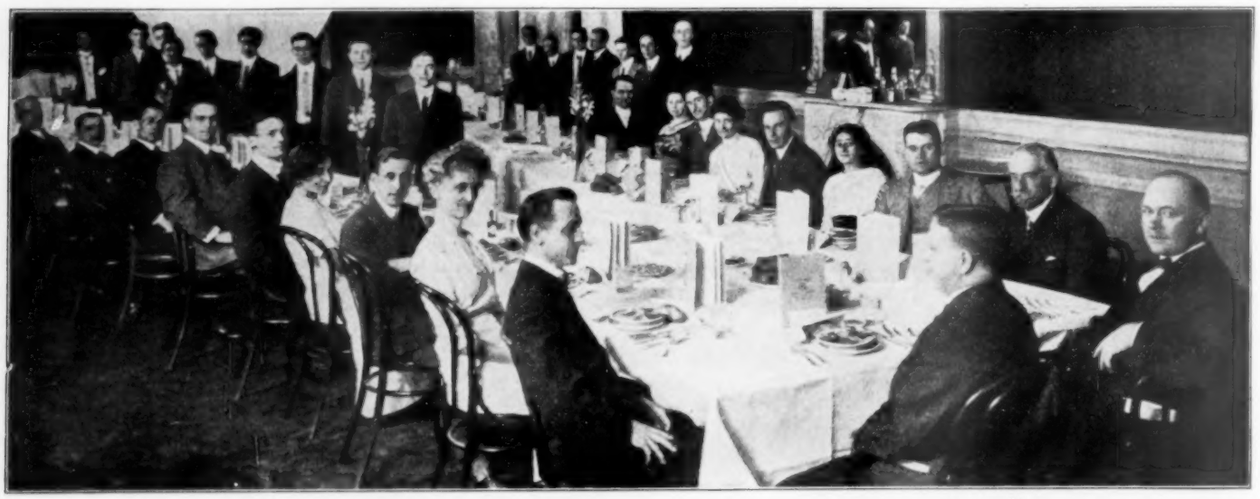
"J. H. Billington, local manager for the Remington Typewriter Company, came to Springfield in 1905 as manager of the sub-office to St. Louis for the Smith Premier Typewriter Company. December 31, 1911, he had more than trebled the business of the Springfield office. In 1912 when the consolidation of the Smith Premier, Remington and Monarch typewriter companies was made, he was instrumental and responsible in placing Springfield on an equal basis with Chicago and St. Louis, by making this a branch office instead of a sub-office, and by that action keeping the force of workers in Springfield that would have otherwise gone to Peoria, Ill.

"Mr. Billington was also responsible for the establishment of an employment agency, where a good stenographer can register, and where Springfield merchants can get this kind of help without the annoyance of innumerable applications, and at the same time know that they are getting the best."

WANT LINES FOR FOREIGN TRADE.

Fred J. Werner & Company of New York City, export agents, are handling quite a line of office furniture, stationery and supplies for the foreign trade. The company is open for a few additional lines and invites correspondence. They are taking care at present of the export business for the Marysville Cabinet Company, the Celina Specialty Company and others.

The best order is the reorder.



DINNER GIVEN TO THE NEW YORK CITY FORCE OF THE YAWMAN & ERBE MANUFACTURING COMPANY.

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Kalamazoo

Loose Leaf Devices

For Economy—
For Efficiency

Our latest Indexing System is the best ever devised.

Write for catalog and explanation of index. Begin cutting your accounting costs today.

KALAMAZOO LOOSE LEAF BINDER COMPANY

KALAMAZOO, MICH.

YOUNG MEN BUY BUSINESS.

The Star of Rockford, Ill., published the following interesting item under date of Nov. 14:

By a deal which was completed yesterday, the Rockford Office Supply House, 119 South Main Street, comes into possession of Henry A. Thompson and Eugene P. Lundeen, who will conduct the same in future. Mr. Thompson has been the outside salesman for the firm named during the last year and a half, and is also known to a number of Rockford people by reason of having written a series of articles a few years since for one of the Rockford papers, from Palestine, Turkey, Greece and the Nile country.

Mr. Lundeen has been identified with the Office Supply House for a period of about four years and is a gentleman of energy and ambition. The Office Supply House under its new management will endeavor to secure and maintain a name for up-to-date goods, prompt service and courteous treatment.

WACHTEL HERE THIS MONTH.

Oscar Wachtel, of the firm of M. Erlebach-Nachfolger, Frankfort-Main, will be in the United States this month and will have his headquarters for some weeks at 284 Broadway, New York.

This is Mr. Wachtel's annual visit to the United States. He is one of the best known stationery specialty men in Germany, his firm doing a large business all over the German Empire and in all parts of Europe. He writes us that he will be very glad to see his friends at the above address, between the hours of two and five P. M. He invites interviews and correspondence from people who have specialties which they believe would find a demand in the European markets.

Mr. Wachtel is one of the livest propositions in the Fatherland. He speaks four or five languages fluently and travels from St. Petersburg to southern Italy. In fact, he covers all of continental Europe in the interests of his firm and the various American and German specialties which they handle.

OSCAR WACHTEL.

An interview with Mr. Wachtel will be sure to be of interest and more than likely to bring about profitable results if the interviewer has anything to offer which can be sold in Continental markets.

BRANCH MANAGERS HOLD CONVENTION.

Coming from every important city in the country from Boston, Mass., to Portland, Ore., the branch office managers of the L. C. Smith & Bros. Typewriter Company, held a convention at Syracuse, N. Y. during the week of Nov. 11 to 16.

We publish herewith a group picture of this convention. The names of those in the picture are as follows:

Seated.—A. J. Brewster, H. W. Smith, W. H. Haun, W. A. Smith, M. S. Eylar, W. L. Smith, F. C. Stanley, G. A. Hill, H. M. Smith, W. J. Derby, W. B. Hillman, W. H. Blaney.

First Row, Standing.—J. W. Fureman, W. H. Nolan, N. Edwards, Jr., J. F. Hicks, C. D. Finney, F. A. Ramsay, C. W. Clarke, H. O. Smith, Miss Olney, Miss Gordon, Mrs. Peebles, A. M. Sheets, L. J. Harrington, H. E. Stemler, G. M. Lincoln, B. F. Swanson, R. W. Seaman, E. R. Johnston, L. M. Smith, F. D. Eylar, J. B. Lanigan, A. V. Cooper, E. O. Andree, J. G. Dawson.

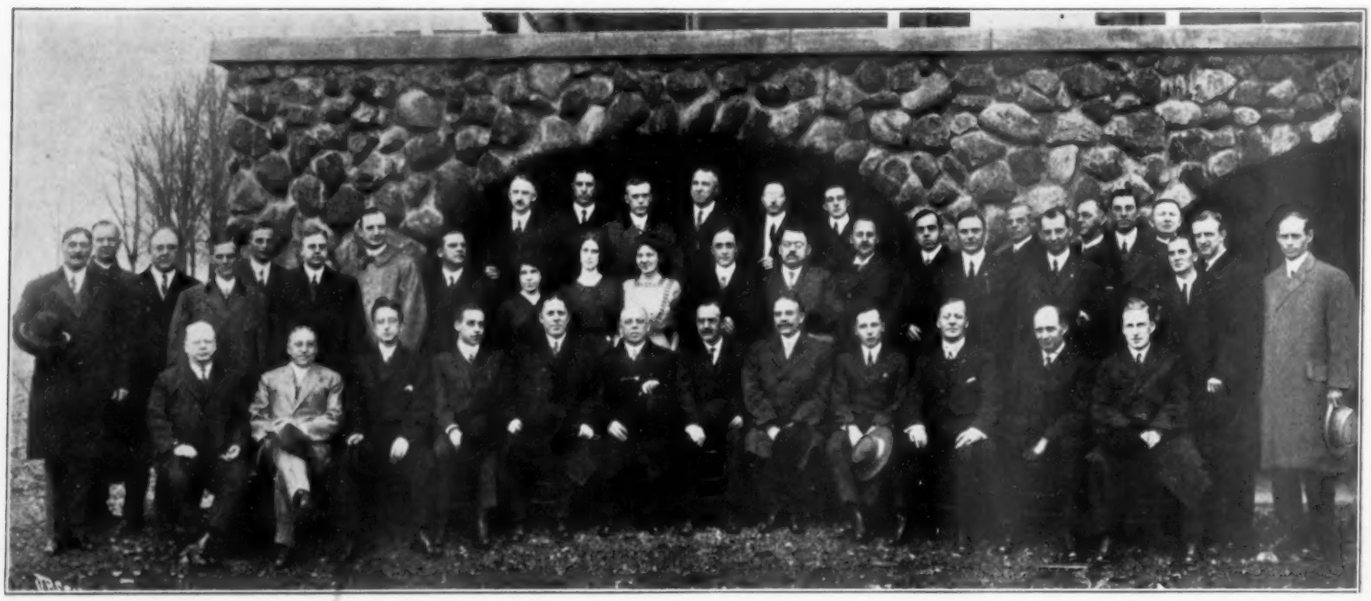
Second Row.—H. J. Humphrey, E. L. Eylar, S. Q. McClure, J. A. Eylar, R. L. Maloney, C. J. Rogers.

WERNER FIRM INCORPORATES.

The business of Frederick J. Werner & Company, manufacturers' export agents, 17 Battery place, New York City, has been incorporated, beginning November 20, 1912, under the laws of New York State. The officers in active management of the business are: Frederick J. Werner, president and general manager, and Mathias Leupold, secretary and treasurer. The corporation has taken over the assets and liabilities of the partnership business of Frederick J. Werner & Company on the basis of its financial condition of October 22 last, a statement of which was delivered to R. G. Dun & Company, 290 Broadway, New York City. The aims and policy of the former partnership will be continued under the corporation.

MULTIPOST MAN RETURNS HOME.

Warren C. Landon, who sailed for England October 17 in the interests of the Multipost Company, returned on the Adriatic November 23 after a very successful trip, having visited all the agents of Multipost representatives in his foreign field and finding them most enthusiastic over the large and increasing sales of the Multipost abroad.



CONVENTION OF BRANCH MANAGERS OF THE L. C. SMITH & BROS. TYPEWRITER COMPANY AT SYRACUSE, N. Y., NOVEMBER, 1912.

Weis Sectional Filing Devices

You get not only Variety, Quality and Efficiency but low price as well, in purchase of Weis Filing Sections.

There are two widths—34 in. and 18 in. Both are very compact and give more actual filing capacity than other more expensive lines.

All Quartered Oak—in Golden Waxed Velvet finish and Birch Mahogany. As solidly, substantially constructed as wood can be put together in pleasing design. An added ornament as well as an efficient filing outfit for any office.

Your customers will like the appearance—and will be pleased with the low prices you can quote—you still realizing a liberal margin of profit.

Stack up with Weis Receding Door Sectional Bookcases.

New "Compact" Sections

Two new sections have recently been added to this popular line. One contains 7 drawers for Legal Blanks and a Document file drawer. One is for 8x5 cards—filed on 5 inch edge.

"500 Line" Compact Sections are now made in 28 styles—to meet almost every office or filing requirement. Sections are truly handsome and are very serviceable.

You should have our catalogs of filing devices, filing desks and sectional bookcases.

Banks find this an ideal arrangement. The four upper drawers accommodate depositors' ledger cards. The lower drawers are for checks, notes and 3x5 index cards.

The Weis Manufacturing Co.

New York Office
108 Fulton St.

162 Union Street Monroe, Mich. U.S.A.

Chicago Display
511-15 S. Wabash Ave.

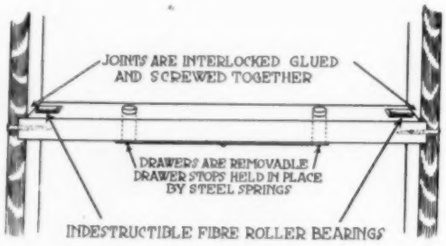
Address Mail to Factory

Popular Priced
Weis
Vertical Files

Here is a LINE of cabinets that is as serviceable— as practical—as wear resisting as any at any price.

Built entirely of Solid Seasoned Oak. Each of the 30 joints in the frame is INTERLOCKED, GLUED and SCREWED together. "Racking" is impossible.

Drawers are dust protected. Have full height sides and are equipped with Auto-locking follow blocks.



Roller Bearings at the points of bearing under the drawer sides make the drawers roll easily without friction or noise.

There is no more complete cabinet made for filing business papers.

Every requisite feature for the quick filing and finding of papers is provided for.

We make four kinds of filing cabinets at a wide range of price but you get as good SERVICE from this, the least expensive, as from the higher grade lines.

A Complete Line

By "Complete" we mean that every requisite of filing is provided for. This is not merely a cabinet made as a "leader."

The line includes Letter, Cap, Invoice, 3x5, 4x6, 5x8, 4x9, Legal Blank, Document and Storage drawers in ANY capacity.

Get Weis Catalogs

Weis Filing Desks

MONROE, MICH. U.S.A.

Combine the advantages of assorted filing drawers in a handsome flat top desk. Choice of ten kinds of drawers in Letter and Legal Cap widths.

There are ten kinds of drawers for filing: letters, 3 x 5, 4 x 6, 5 x 8 index cards, checks, blanks, electros, vouchers, etc. You may have any assortment of these arranged as you want them.

The files you want are at your finger tips. You refer to files without leaving your chair. Solidly built of Oak, Golden Natural or Weathered finish and Birch Mahogany. Built with or without back panel. DESKS YOU CAN RECOMMEND.

The Weis Manufacturing Co. **162 Union Street Monroe -:- Michigan**

New York Office 108 Fulton Street *Address Mail to Factory* **Chicago Display 511-15 S. Wabash Ave.**

The Most Complete Line

Card Index Trays - Cabinets - Sections

Includes trays for 1¾x3, 2¼x4, 3x5 4x6 and 5x8 cards.

With or without covers in Golden and Natural Oak, Natural Beech or Birch Mahogany.

This is the most extensive line of small card trays, cabinets, etc. on the market. Every requirement has been provided for.

Fibre Board Files are made in various capacities for 3x5, 4x6, 5x8 Cards, Checks, Letters, etc.

May we send you complete catalog and prices?

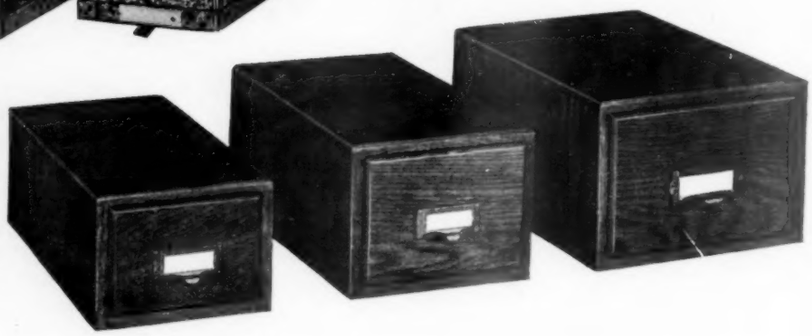
Fibre Board Transfer Cases for Letter, Cap and Invoice sizes are made for K. D. shipment and storage.

Very durable, yet reasonably priced.

New 8x5

Sections 825-T and 825-B stack up with popular "325 Line."

Sectional Card Cabinets for filing cards on 5 in. edge.



The Weis Manufacturing Co.

162 Union Street

Monroe -:- Michigan

New York Office
108 Fulton Street

Address Mail to Factory

Chicago Display
511-515 S. Wabash Ave.

GOES HUNTING WITH CORONA.

That the portable typewriter has come to be considered an essential item in the equipment of explorers and many big game hunters is clearly indicated by the fact that nearly all of the recent important expeditions have carried with them one or more of these useful machines. Where permanent records of a trip are to be made, the advantages of a typewriter, that does not add materially to the weight or bulk of an outfit, are obvious.

About the latest notable expedition formed is that headed by Dr. Gilbert T. Smith, late surgeon to the Alaska-Canadian Boundary Survey. Dr. Smith, who has long used a folding typewriter, has selected one of the new Coronas to take with him on a three years' trip into the unexplored regions of Banks Land—only 500 miles from the North Pole.

The object of the present expedition, Dr. Smith declares, is simply to satisfy his craving for adventure, and if everything is carried out as planned, there will, no doubt, be plenty of it. The first part of the journey is to be made in a 75-foot schooner yacht, once the property of a San Francisco millionaire; later, a sealer, and as rumor has it, for some time engaged in the profitable business of opium smuggling. This little vessel will carry the party of four to Point Barrow (the most northerly post-office in Uncle Sam's domain), thence up the Mackenzie River, the little known Anderson River, and finally to Bank's Land, where winter quarters will be established.

This will not be the physician's first experience in the far north, for during the summer of 1911, while traveling up the Porcupine River, an epidemic of smallpox broke out among the Indians at Rampart House and the Canadian Government put him in charge. Although ninety-eight natives contracted the disease, only one died. This is a remarkable record when one stops to consider the conditions under which the fight had to be made. After the epidemic was conquered the doctor burned his hospital and all the houses where patients had lived, thus effectually stamping out the scourge.

MILNOR NOW DICTAPHONE MAN.

N. F. Milnor, long a valued member of the Oliver Typewriter Company's New York and Chicago staffs, has been appointed dictaphone manager for the New York territory in place of O. Brushaber, who has resigned to accept the Newark, N. J., dictaphone agency on an independent basis. Combining remarkable selling ability and experience with unusual executive talent, Mr. Milnor is a man who can be counted on to do good work for the dictaphone in his territory. He has a deep-seated personal belief in the usefulness of the machine he will represent, based on years of actual study of its service in a large number of business houses of the more progressive sort. Mr. Brushaber's

N. F. MILNOR.

WINDOW OF BALL BOOK & NOVELTY COMPANY, PENSACOLA, FLA., SHOWING HURD'S PAPERS.

BUYS FRIEND PAPER COMPANY.

The tablet factory and paper mill of the Friend Paper Company of West Carrollton, Ohio, have been purchased by the Miami Paper Company, a new corporation, which thus lifts the receivership under which these concerns have been operated for the last four years. With all creditors paid, the new company took over the properties on October 17. Both plants were owned largely by J. H. Friend and family, and by Robert W. Burns, who died in 1907. Mr. Friend retains an interest in the preferred stock, but management and control now vest in the bankers who financed the transaction.

George H. Friend established the paper mill plant in 1871, at that time specializing on building paper. He was sole owner until 1886, when the George H. Friend Paper Company was incorporated with an authorized capital stock of $200,000. The American Tablet Factory was organized in 1891, being located on property adjoining the paper mill. Incorporation of the George H. Friend Paper & Tablet Company followed Sept. 1, 1893, merging both concerns, the authorized capital being $1,100,000. The Friend Paper Company, capitalized at $1,500,000, was formed in 1904. Its failure in the panic of 1907 resulted in the appointment of Henry L. Newell as receiver. Later W. W. Sunderland succeeded him, conducting the business until the present Miami purchase.

A board of directors, elected by the common stock, has direct management of the reorganized institution, whose officers are: President, W. W. Sunderland; vice-president and general manager, A. H. Nevius; treasurer, W. S. Hayden; secretary and assistant treasurer, G. C. Thornburg.

COOKE'S PATENT TIME STAMP

No. O, PRICE $2.50

For Timing Letters, Telegrams, Orders, Etc.-Eliminates all Questions

This Stamp can be used for FIVE Different Purposes.

There is an opening below the arrow, so that the names can be interchanged, making the one stamp answer for five, such as REC'D ANS'D FILED ENT'D DEL'D

STATIONERS SPECIAL

Placed in a Counter Easel, Packed in Cartons containing Six Stamps each with dates.

Sold by HENRY BRAINBRIDGE & CO. KIMPTON, HARBOTTLE & HAUPT, FRANK A. WEEKS MFG. CO. **New York City**

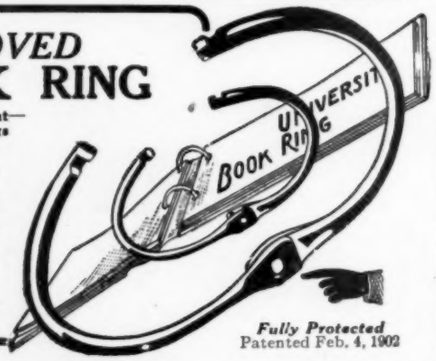
THE NEW IMPROVED

UNIVERSITY BOOK RING

The Ring with the Deep Locking Joint—A Feature Unknown to Other Rings

It meets every requirement for the temporary binding of student's and stenographer's note books, and various loose leaves. Simple, strong, and neat. Made in four sizes. No. 1, 1½ inches diameter, light weight; No. 1, heavy weight, 1½ inches; No. 2, 1½ inches diameter, light weight; No. 2, 1½ inches diameter, heavy weight. Unjointed ring, 1½ inches diameter. *Write for particulars.*

Otto Kellner, Jr., 4028 State St., Chicago



Fully Protected
Patented Feb. 4, 1902

The Herkimer
GRAND RAPIDS, MICH.

European Plan

Courteous Treatment
Everything Right

$1.00 up—detached bath
$1.50 up—private bath

Excellent Restaurant Correct Service
Moderate Prices

HOTEL HERKIMER

GRAND RAPIDS, MICH.

Maximum Comfort at Minimum Cost

MORTON'S ODORLESS TYPEWRITER OIL

The world's best lubricant for Typewriters, Adding Machines and all delicate machinery. Chemically pure, gumless and colorless. Write to-day for free sample and prices.

MORTON MFG. CO.
Louisville, Ky., U. S. A.

Export orders given careful attention.

HOGGSON NEW MODEL D

TIME STAMP

Times every act, operation or transaction, cost of manufacture, job work, letters, etc. Used in all lines of business, for stamping time. Has interchangeable dies, any number can be used on same stamp, has tenth-hour minute dial, for rapid computation of labor, games, etc.

Hoggson stamps are not an experiment, have been in daily use since 1899, and are fully guaranteed for correct time and perfect work.

S. H. HOGGSON & CO., Arlington, N. J.

GOLD PENS

ALL SHAPES AND STYLES

Gold Pens for Jobbers and Fountain Pen Manufacturers

IMPRINT WORK A SPECIALTY

PROMPT REPAIR SERVICE

All makes Gold, Fountain, Stylographic Pens. Pencil Cases perfectly repaired and returned day received. Satisfaction Guaranteed.

GEO. P. GAYDOUL, 47 Ann Street, NEW YORK

STATIONERS' LOOSE LEAF SERVICE.

The new Parcels Post law which goes into effect January 1 is destined to prove of great value to manufacturing stationers and bookbinders who specialize in loose leaf products.

In the past, the transportation cost for a single metal for any distance has been so great as to be almost prohibitive and in many cases considerably in excess of the cost of the metal itself. Under the new law these transportation costs will be so materially reduced as to greatly widen the field for taking care of these special small items. With this thought in mind it is of interest to the field to note the fact that the Stationers' Loose Leaf Company, of New York and Milwaukee, have installed special equipment for the prompt manufacture of sectional post and all other post binder metals in either special lengths, gauges or post diameters.

To overcome the necessity of making each metal complete in itself on any single orders that are received daily, the Stationers' Loose Leaf Company carries in stock a large supply of so-called semi-ready metals or blanks. These blanks are carried in stock in all sizes, ranging from five-inch binding side to thirty-inch, and in sizes varying between these two on a rise of one-quarter inch. In other words, the metals are carried on the shelf complete with the exception of the drilling of the holes and the setting of the posts.

To complete this service and to do this latter work promptly, this company has established a special machine shop at each office and has installed a number of electric friction drive drill presses sufficient to handle daily orders without delay. When an order is received it is entered immediately and then sent to the machine department, where the metal of proper length is selected, drilled and assembled. By this method the time for delivery is reduced to a minimum.

NEW EBERHARD FABER STATIONERY SET.

Eberhard Faber, 37 Greenpoint Avenue, Brooklyn, has just issued a well arranged page circular, describing the firm's new stationery set—"Bungalow" No. 308—an attractive combination of pencil containers, penholders, etc., with the assortment of pencils. Consisting of a 8¼-inch x 3¼-inch box, with slanting top which hinges back exposing the interior of trimly arranged pencils, the Bungalow also includes six holes at its highest elevation for the insertion of pens and pencils needed for instant use. A memorandum pad on the slanting side is another useful feature. The Bungalow is strongly made and covered with a dainty paper fac-simile of cretonne. It includes colored pencils, an eraser, a pencil sharpener, an array of steel pens and also Ruby rubber bands.

The hero is too busy to know it.

Adding Machine Rolls

PERFECTED AT LAST

The Plugless Roll for Any Machine

AN IMPROVED ROLL WITHOUT INCREASED COST

We have removed a heretofore troublesome feature in ADDING MACHINE ROLLS b eliminating the wooden core or plug.

No uneven running of rolls due to imperfect holes in the same

No dust or dirt on edges to clog machine.

No splices or breaks in OUR rolls. We guarantee all rolls to be perfect, and one continuous strip, full length.

Our 2 5-16 in. plugless rolls contain 250 lineal feet each.

Our rolls are made from white wove, hard sized Writing Stock, 18 lb. Folio basis.

If desired we will furnish same diameter rolls on wooden cores at the same price. Write for samples and prices.

Manufactured by
GEORGE IRISH PAPER COMPANY
BUFFALO. N. Y.

A PRACTICAL CHRISTMAS SUGGESTION

MR. DEALER, you will find that a display of **Meilink Security Boxes** among your holiday suggestions will be a profitable one. Their handsome design and finish and substantial appearance will appeal to your trade who are looking for a practical Xmas gift. They are ideal for valuable private papers or silverware and jewelry in the home; and for many uses in the office. For cashiers in any line of business they are a necessity.

Construction

Security Boxes are manufactured from one piece of 16 gauge steel plates and the corners are reinforced with steel angles. They are fitted with all-brass pin tumbler lock with paracentric keys. There is no duplication of keys.

Finish

Security Boxes are finished in highly polished black enamel. The corners, and also the handle and lock, are nickel plated. They present an artistic appearance.

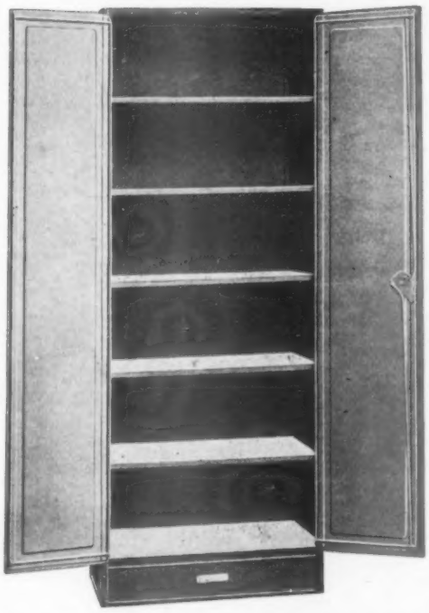
You will be surprised to know how many of your customers are looking for something better than the old tin box.

Security Boxes are made in two styles and four convenient sizes. Meilink also manufactures filing safes of every description. Write for our 72-page catalog showing 40 styles of safes for home and office. Let us tell you about our exclusive agency plan.

THE MEILINK MANUFACTURING COMPANY
1605 Oakwood Avenue, TOLEDO, OHIO

TERRELL'S STEEL CUPBOARD

Makes Your Office Papers Fire and Theft-Proof



Office and factory supplies demand safeguarding as a part of your working capital. By keeping your records, papers and all inflammable articles of value in a Terrell's Steel Cupboard, you can feel safe against any emergency, for it protects your smaller valuables as securely and efficiently as a watchman does your vault.

Shelves and spacing according to requirements. Baked enamel finish—black, olive, green or maroon.

Dealers will find their profits on this line assured by a steady demand.

TERRELL'S EQUIPMENT CO., Hilton Street Grand Rapids, Mich.

What the Show Showed

To us, the most striking point about the recent Business Show was the proof of what we have been saying about the

SIMPLEX LETTER OPENER

When people see it they want it! When they see for themselves how quickly, easily and neatly it opens the mail, when they are convinced by their own eyes that enclosures cannot be injured — then they buy the SIMPLEX. Actual sales at the Show proved this.

Which means that you need only explain and illustrate properly the action of this great LETTER OPENER to make it a splendid profit producer. It has no competition worthy the name. Consumers' prices, $5 and $7.50. Write for dealers' terms.

Simplex Letter Opener Co.,
258 Broadway - New York

NEW MEILINK FACTORY IDEALLY EQUIPPED.

Big Plant in Principal Factory District of Toledo Specially Built for Big Work.

The new plant of the Meilink Manufacturing Company occupied in September, is located on the New York Central Railroad tracks at Oakwood Avenue, in the most flourishing factory district in the city of Toledo. The plant covers 65,000 square feet of manufacturing floor space and has a ground area of 3½ acres.

The manufacture of Home Safes was started by the company's present general manager, Charles F. Meilink, and the first of them were placed on the market early in the year of 1900. Up until that time no attention had been paid to the possibilities of a safe for use in the home. The company started in building only one size safe, which was the same size as the present Style X.

The first difficulty they found to overcome in the safe to make it practical for home use, was to eliminate the common difficulty of dampness on the interior of the safe. It cost thousands of dollars and hundreds of safes were cast to the junk heap before they learned the secret of what kind of fireproof filling to use to eliminate the dampness. They state that they were the first and are now the only safe manufacturers who write a positive guarantee on this point. In less than four years after conquering this difficulty the business expanded so the demand generally for safes for home purposes had forced them up to building a safe the size of this present Style 9 and this provided safes that could also be used for small business purposes.

Early in 1907 the Meilink Manufacturing Company added their first line of safes for general business uses. They doubled the line of business safes in 1911. In March of the present year they placed their line of filing safes on the market in three single door sizes, and at the present time are manufacturing the filing safes in three single door sizes and three double door sizes. At the present time they are building over fifty sizes of safes for home and business use.

In the summer of 1910, the company placed the popular line of Meilink's Security Boxes on the market and the growth of the business on this line has been remarkable.

It has been the policy of the Meilink Manufacturing Company to place exclusive agencies in their line with the office supply trade, which is the natural outlet for a product of this kind, and their policy of protecting agents and their high standard of quality have made a success of the business.

The building of the present plant was induced principally on account of the new filing safes, but the company has felt the need of more factory space for the past four years. Their new plant is one of the most completely appointed and modernly equipped plants of its kind in the business. All modern appliances and tools are used.

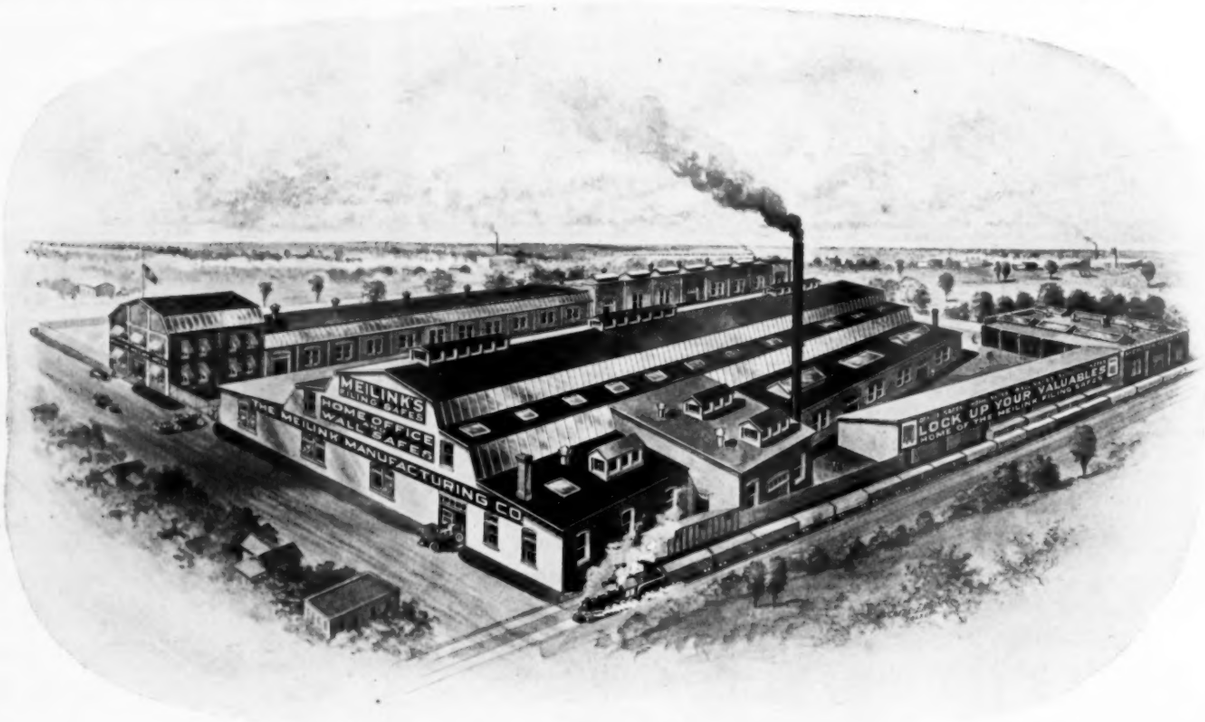
In the machine room, riveting is dispensed with in a great many instances for electric spotwelding. Heavy steel frames are butt-welded and corner-welded by electricity in less than the time it takes to tell it. Every part of the machine work with the exception of the locking device is machined on this one floor, the area of which is 166x100. The machine room is exceptionally well lighted and ventilated, and is so appointed that every employe can reach his highest efficiency with the greatest comfort.

In the finishing department are to be found some interesting features. The finish is all applied with compressed air, varying in pressure from 15 to 100 pounds, according to the material to be used. The air brushes are of the latest styles. Turn tables surrounded by booths are built into the floors, upon which the safes are rolled and treated with the air brushes. After the finish is applied the safe goes into a large steel baking kiln, the purpose being to get the very best results and increase the production. In getting the different coats of finish, the safe goes through this operation six different times before it comes to the decorating room where it is rubbed and polished. From here the safes go to the assembling department where the lock and bolt work is fitted and they are sent on to receive final finishing and striping.

After the goods are finished they are stored in warehouses next to the railroad track and shipped direct to the customer. Every handling facility has been provided to give the trade the quickest possible service.

The Meilink Manufacturing Company have been known to the office supply trade for the past twelve years, and besides the extensive line of safes they make which run in the most popular selling sizes, and sizes that can best be handled by the dealer, they manufacture a line of Security Boxes, Swinging Desk Stands, Telephone Brackets and Copy Holders.

For any one visiting Toledo, it would be interesting and instructive to spend an hour or two in visiting this plant.



BIRD'S-EYE VIEW OF THE FACTORY OF THE MEILINK MANUFACTURING COMPANY AT TOLEDO, OHIO.

Messrs. Thacker, Spink & Co., 5 and 6 Government Place, Calcutta, India

are organizing an

EXHIBITION

to be held in

JANUARY, 1913

of

Office Furniture, Fixtures, Appliances and Labor Saving Devices.

¶ They invite Manufacturers to send out exhibits, with a view to introducing their goods into the Indian market and if desired to arranging Agencies.

¶ Messrs. Thacker, Spink & Co. will hold themselves responsible for exhibits, so long as they are in their charge, and will attend to landing, clearing and payment of duty.

¶ The only condition they make is, that Manufacturers shall pay for the carriage of exhibits to Calcutta and back to England, in the event of their not being sold.

¶ The Exhibition will be widely advertised throughout India and Burma, and it is anticipated that it will have an excellent result, the trade in these articles at present being in its infancy in these countries.

¶ Exhibits will be carefully handled, examined and studied with a view to offering the fullest elucidation to visitors and purchasers.

¶ Exhibits should be carefully invoiced at cost price, with shipping charges, as these will be remitted to exhibitors in the event of sale.

¶ Particulars should be sent as regards Agency—because if Messrs. Thacker, Spink & Co. are not disposed to take up an Agency, there are other firms here who might like to do so.

¶ Ample literature should be sent, to thoroughly advertise and explain all exhibits.

¶ In the case of Furniture, such as Roll Top Desks, built-up Wall Racks, etc., the greatest care should be taken that ony well seasoned solid wood be sent. As a case in point—Messrs Thacker, Spink & Co. import large quantities of an American built-up Book Case, to which they always have to put in fresh backs, as the wood used has generally warped and actually curled before it reaches this country. The wood used in the front and shelves is specially good and does not seem to be affected by the climate.

¶ Any office device with notation in dollars, or pounds sterling should be avoided, the currency here being in Rupees, and anything else is useless.

¶ For any goods sold, Messrs. Thacker, Spink & Co. will remit immediately after the Exhibition closes. They should have a notification with each consignment as to the method preferred.

¶ There will be no charge made for stands.

¶ This Exhibition has been notified in the American Consular Reports, emanating from the American Consulate in Calcutta, and if references are considered necessary, enquiries may be made in that quarter.

LONDON AGENTS

Messrs. W. Thacker & Co., 2 Creed Lane

Ludgate Hill, E. C.

AMERICAN AGENTS

Muller, Maclean & Co., 11 Broadway, New York

THE BADGER LOOSE-LEAF LINE

POPULAR PRICE LOOSE-LEAF LEDGERS

Quick-acting. 250 Leaves. Takes 450. Cloth and cowhide leather binding. 4 sizes. 12 rulings.
7½x10⅝ and 7¾x10⅝.....**$4.00** | 8¼x11⅜ and 9¼x11⅞... **$4.50**

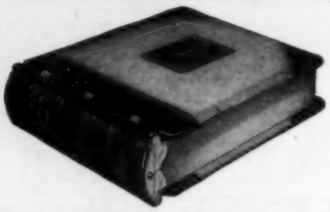
200 Leaves. Takes 360. Cloth binding only. 1 size. D. E. ruling only. 7¾x10⅝..... **$2.00**

250 Leaves. Takes 450. Cloth and cowhide leather binding. 1 size. 12 rulings. 7¾x10⅝..... **$3.75**

All Ledgers assembled and indexes spaced throughout before being shipped.

GOOD TERMS TO DEALERS. WRITE US!

THE HEINN CO. MILWAUKEE WIS. U.S.A.



The CESCO Steel Ledger

Guaranteed TEN Years! Send for Circular.

Be a SucCESCO Dealer!

¶ There is no other Line of Loose Leaf Goods which offers the progressive Stationer as great an opportunity to make a *Success* in this department as *CESCO!*

¶ We cannot begin to tell you here of *CESCO* features, either as regards merchandise or dealer-helps—space does not permit.

¶ But we want to SHOW you!—*and it will not cost you a penny.*

¶ If you are listed in the mercantile agency books, just sign the Coupon below and we will ship you the *CESCO Dealers' Outfit* promptly.

¶ We will then allow you from ten to thirty days to *decide for yourself* whether or not *YOU* want to be a *SucCESCO Dealer*. If you don't (*but you won't*) —why just ship the Outfit back and *WE* will pay the return charges!

¶ Could we make a more liberal proposition?

¶ Show your interest and desire to be *the leader* in Loose Leaf in *your* city by signing the Coupon now and mailing at once.

THE C. E. SHEPPARD CO.

303 Hudson Street : New York
440 S. Dearborn Street : Chicago

The SucCESCO Coupon

Clip it out before you turn this page

THE C. E. SHEPPARD CO.,
New York—or—Chicago.

Ship the CESCO Dealers' Outfit to the undersigned upon the conditions outlined in your ad in Office Appliances.

Name .....

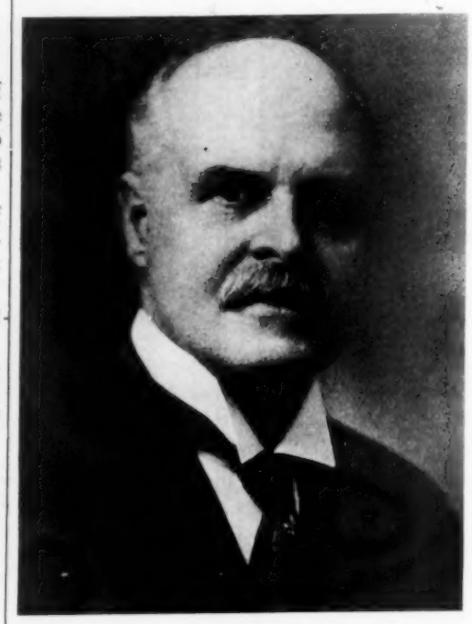
Address .....
City *State*

By .....

PASSED AWAY DURING MONTH

Du Monte A. Whiting.

One of the most widely known and deeply loved figures in the stationery trade passed away this month in the death at Buffalo, N. Y., of Du Monte A. Whiting, of Vosburgh & Whiting Company, 15 East Swan street, in that city. The end came November 11 after an illness of many months, culminating in an operation last spring, from which at first Mr. Whiting had appeared to rally. The apparent recovery, however, which permitted him to go to Omaha last August and take an active and memorable part there in the convention of the National Association of Stationers and Manufacturers, was succeeded by a relapse. During the few weeks immediately preceding his death he had failed rapidly, and plans were in hand for a journey to Baltimore and another operation. These were abandoned only when it was obvious Mr. Whiting would not be able to survive the trip.



THE LATE DU MONTE A. WHITING.

As president of the Stationers' Club of Buffalo, Mr. Whiting was a great and a widely felt force for the strengthening and the unification of the trade in that city. During the national convention held there in 1911 he was chairman of the convention committee and by his untiring efforts contributed vastly to the success of that gathering. More recently he has held responsible positions in the National Association, and has been one of the many individual influences which have welded together the stationery industry into a compact and co-operating unit.

Mr. Whiting was prominent socially in Buffalo, and was known both as an unusually efficient executive and also for his personal qualities—a rare courtesy and a sincere cordiality uniting in his speech and manner to an unusual degree. Thousands of business acquaintances felt that they could also call him friend. They will mourn his passing as more than a loss to business, great as that is, but also as a personal bereavement.

A striking tribute to his popularity in the trade is seen in the fact that every member of the Stationers' Club of Buffalo, of which he became president only last year, closed his place of business during the funeral, which was held Thursday, November 14.

George G. Craven.

As the edition of this month's magazine goes to press comes the news from Mrs. Alice Brazier Craven that her husband, George G. Craven, has passed away at Salem, Mass., after a two years' illness. General paresis was the cause of death. Mr. Craven was 43 years old and was widely and pleasantly known throughout the country, having traveled extensively for many years for several of the largest stationery houses.

Henry R. Jackson.

Henry R. Jackson, father of Arthur P. Jackson of Hawkes-Jackson Company, and Harry Jackson, secretary of the Spencerian Pen Company, died early this month at his home in Rutherford, N. J. Although 82 years of age, he had enjoyed good health till recently, and his death came as a distinct shock, both to stationers and to the clothing trade, with which he was identified. He had been prominent in New Jersey's civic and social life for nearly half a century.

NEW FACTORY FOR FAIRFIELD.

The Albertson Folding Typewriter Company begins business this Fall in Fairfield, Conn., where its factory will henceforth be located. The actual installation of stock and machinery now only awaits sufficient capital to manufacture on a scale adequate to the expected demand. The company is backed by prominent attorneys and capitalists of New York City, and it is reported that one of the attorneys has put up a valuable piece of ground for a guarantee. The Albertson Folding Typewriter can be carried in a suitcase or handbag, but nevertheless is as stable and efficient as any of the standard makes, it is said. The main part of its construction is of aluminum, and the wearing parts of steel, the whole weighing about five pounds. E. H. Albertson, the inventor, who gives the company its name, is said to be an expert on typewriter construction.

Some men think they are bright when they are really only shiny.—The Organiser.

ROCKWELL REMINDER POPULAR.

One of the most useful recent additions to the field of memo books, diaries, pocket calendars and the like is the Rockwell Reminder, the product of the Rockwell Printing Company, 1112 Clinton street, Hoboken, N. J. Including, as it does, the more popular features of other classes of devices in this line, it is not surprising that it has won golden opinions from manufacturer, dealer and ultimate consumer. The illustrations show its appearance. The covers are made up in good black leather,

THE NEW ROCKWELL REMINDER.

but may also be had in genuine seal or best imported English pigskin. The cover has a patented metal holder carrying two months' diary slips printed on bond paper. As shown in the accompanying cut the engagements are noted ahead and as the leaves are torn off each day engagements that may have been long forgotten are instantly brought to mind. When one month has been used, the remaining month and used stub are pushed out from the side of the holder and the stub thrown away, then the next month's pad is inserted with the remaining new pad, so that at the first of each month the user has two full months ahead, and never is there less than one full month ahead.

A ROCKWELL MEMO.

The backs of three hundred and sixty-five leaves are available for estimating and all forms of temporary and casual writing, a very strong feature of the article. The leather cover is 3x5¼ inches, so that it easily fits in the vest pocket, and has a pocket in the front cover sufficiently large to carry the commutation ticket of all railroads as well as business cards. This pocket contains on delivery a thirty-six

THINK!

Think what it would mean, to have at the close of work tonight, the facts about your business which give you a guiding control over it tomorrow.

Think what it would mean to be able to secure these facts without disturbing office routine and without a moment's calculation.

Think what it would mean to be assured that these facts are absolutely correct and up-to-date to the last transaction.

Think what it would mean to have had every transaction recorded, classified and totaled as it was made.

Think what it would mean to have a positive check on your bookkeeper's postings.

Think what it would mean to have personal control over your books.

Think what it would mean to have all this imformation supplied by a machine that cannot make mistakes.

The machine that does all these things is the **National Office Register.** It can be used for any kind or size of business, it requires no change in your bookkeeping methods to install, and the classes of information that it shows are determined by your particular requirements. *Write for further information.*

The National Cash Register Company, Dayton, Ohio

Approval of the Underwriters' Laboratories

has been secured by

THE SAFE-CABINET

(1913 Model)

It is included in the list of fire appliances *examined* and *tested* under the requirements of the National Board of Fire Underwriters by the Underwriters' Laboratories.

Every SAFE-CABINET of the 1913 Model will bear the Underwriters' Label (reproduced below). This will be evidence of the fact that every one of this model has been inspected and has met the Underwriters' requirements.

UNDERWRITERS LABORATORIES INC.
INSPECTED INSULATED CABINET №

This marks the highest achievement ever realized in steel filing cabinet construction No insulated cabinet or safe except THE SAFE-CABINET (1913 Model) carries this label.

The announcement of the Underwriters' Approval will be made to the business men of *your city* through the December issues of such publications as: Saturday Evening Post, System, Literary Digest, Review of Reviews, Current Literature, Scientific American, Outlook, Independent, Building Management, Factory and others.

The publicity that is being given to THE SAFE-CABINET makes it the most widely advertised article of its kind in the market. Every advertisement refers the prospect to our local agent.

Catalogue and full information about other fire tests in which THE SAFE-CABINET (1913 Model) has proven its superiority will be mailed on request

THE SAFE-CABINET COMPANY
Dept. A-2 **Marietta, O.**

HIGH CLASS BUSINESS STATIONERY

Berkshire Typewriter Papers have been before the public for over twenty-two years with ever increasing success. Every variety of finish, texture, strength, thickness or size required by the professional or business world is represented, and each variety the best of its kind.

The unusual facilities for manufacture and the large stocks of over a thousand numbers of typewriter papers and manuscript covers constantly on hand make it possible to ship all orders without delay. Included in the line are a variety of the celebrated Old Berkshire Mills and Crane & Co's. bond papers. Sample books on application.

EATON, CRANE & PIKE COMPANY
PITTSFIELD, MASS.

YORK OFFICE:
Brunswick Building, 225 Fifth Ave.
CHICAGO OFFICE:
100-108 South Michigan Avenue
BOSTON OFFICE: 387 Washington St.
DENVER OFFICE: 634 16th Street

The 33 Line

MAXIMUM CAPACITY MINIMUM FLOOR SPACE

The 33 Line represents a long step forward in the manufacture of filing cabinets. The cabinets are 33 inches wide—a width that is recommended at once to any business, whether large or small. The sections are 17 and 25 inches deep, and all 25 inch sections are fitted with an 8 inch reducing ledge, permitting the stacking of 17 inch sections on them when desired.

There is combined maximum filing space with minimum floor space—a distinct advantage in modern office equipment. The interior fittings do not occupy space that properly should be used for filing.

M-R Cabinets and Specialties do not bind, shrink or warp. The lumber used in their manufacture is carefully kiln-dried. Finished in light and dark Golden Oak and Mahogany, rubbed dull satin.

FILING M—R CABINETS

The exterior finish cannot tarnish. The trimmings are made of solid cast brass, triple color and oxidized, heavily lacquered.

Roller Bearing Slides

All letter file sections are equipped with M-R frictionless roller-bearing slides. The drawers, when loaded to the fullest capacity, can be opened and closed almost without effort. This one feature alone is worth the entire price of the cabinets in most business offices.

DEALERS

M-R Filing Cabinets and Desk Specialties offer you as fine an opportunity for making real money as can be found in the office appliance field. The goods are well made, attractive in finish and design, and only medium priced. Our representatives are reaping big profits on the sale of our products.

A catalog will give an idea of what we can do for you. Get in line.

THE MELTON-RHODES CO., Inc.,
Greensboro, N. C., or Washington, D. C.

Send your catalog, also Dealers' Proposition on **The 33 Line** to the undersigned.

Name.....

Address.....

Also send catalog and prices on the **All Oak Roller Bearing Transfer Cases.**

O.K. TRADE MARK

MR. DEALER

It should interest you to know that we are now making and putting on the market Washburne's Patent "O.K." Paper Fasteners in STEEL (nickel-plated) in addition to our line of Brass Fasteners. This steel fastener is our Competing Fastener. It is in no way inferior, although sold at a much lower price. It is made of the best cold rolled Besmer steel and finished in bright nickel, put up in bright nickel-plated boxes of 100 fasteners each, 10 boxes to a carton. It should prove a good seller in connection with this Celebrated Line.

(Enlarged for clearness)

The Washburne Adjustable Paper Fastener is mechanically perfect. Having the advantage of an open recess on one side, adapted to receive and protect the paper-piercing point on the other, allows both sides of the fastener to lie flat on the paper and to hold with a "bulldog grip."

The fact that These Celebrated Fasteners have the enormous yearly sale of over seventy-five million puts their superiority beyond question. Our trade Mark "O.K." is stamped on every fastener and every box.

There is nothing just as good. Accept no other.

We advertise extensively and always with the request to buy from YOU.

A postal from you will bring electro plates, samples and enclosures for advertising, without charge.

We would be glad to place in your hands our new illustrated and descriptive booklet, showing our other stationery specialties in addition to this line.

Should you meet with difficulty in getting prices or having your orders filled, through your jobber, we would refer you to **Henry Bainbridge & Company, Kimpton Harbottle & Haupt, New York,** or any of the following list of our other large distributors.

CHICAGO, ILL., A. C. McCLURG & CO.
STEVENS, MALONEY & CO.
SAN FRANCISCO, CALA., H. S. CROCKER CO.
SCHWABACHER-FREY STATIONERY CO. (Cunningham Curtis & Welch)
CLEVELAND, OHIO, THE BURROWS BROS. CO.
WASHINGTON, D. C., R. P. ANDREWS PAPER CO.
MILWAUKEE, WIS., THE H. H. WEST CO.
H. NIEDECKEN CO.
BALTIMORE, MD., MARCUS W. WOLF & CO.
BOSTON, MASS., SAMUEL WARD CO.
WILLIAM M. L. McADAMS
PITTSBURG, PA., A. W. McCLOY CO.
ST. PAUL, MINN., WRIGHT BARRETT & STILWELL CO.
ST. LOUIS, MO., BLACKWELL—WIELANDY BOOK & STATIONERY CO.
JACKSONVILLE, FLA., THE H. & W. B. DREW CO.

CANADA

TORONTO, THE BROWN BROS. LTD. - - GRAND & TOY, LTD,
MONTREAL AND WINNIPEG, McFARLANE SON & HODGSON, LTD.
WINNIPEG, WILLSON STATIONERY CO.

L. & C. HARDTMUTH, Kingsway, London, England,
Selling agents for Europe, Asia, Australia New Zealand and South Africa.
A. M. CAPEN S SONS 60 Pearl St., New York City
Sole selling agents for Latin America.

THE O. K. MFG. CO., Syracuse, N. Y., U.S.A.
JAS. V. WASHBURNE, PRES.

"I Saved Its Cost Twice Over in a Single Month"

said a Chicago business man who purchased one of our glass desk tops. "Saved it in quicker work, time saved and in the simple fact that I can now rely on having every paper on my desk in plain sight when wanted."

His experience is only one of many wherever this glass-top has been tried. In any office it's worth dollars every week to be sure you have

Every Paper at Your Elbow Every Minute

DESK

Every business man has to keep important records on his desk for reference at a moment's notice. A glass-top on your desk will keep your appointment sheets, price lists, salesmen's schedules, etc., instantly available, clean and unruffled.

COUNTER

The ideal covering for a store counter. It keeps the woodwork free from dirt and scratches, adds to the neatness of your store, and is absolutely sanitary. Unlike wood, it does not absorb liquids or odors, but is always clean and fresh.

HOME

A dainty and useful cover for your dresser or chiffonier. It protects the woodwork, is cleaned in a jiffy and holds the litter without absorbing it. A splendid Christmas gift for any home.

A Top to Fit Any Size Desk

Mail us your desk size today and we will quote you a surprisingly low price for immediate delivery.

The Best Paying Office Specialty

Dealers who handle our glass-top find it a quick seller and big payer. Write to-day for terms.

CHICAGO MIRROR & ART GLASS COMPANY

223 North Clinton Street, CHICAGO

EDUCATE

yourselves in the Ribbon and Carbon line. Our new Catalog surpasses all.

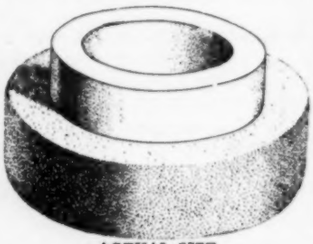
SNELLING & SON

SOUTH BROOKLYN, N. Y.

Try our new LONDON Black Record. It's like print.

TYPEWRITER COMFORTS

FOR THE DEALER



ACTUAL SIZE

SHOCK ABSORBERS

Reduce the noise of machine 50% and lighten the touch. They sell like hot cakes. Put a set on your trial machines and clinch the sales. Retail price 50c per set. Liberal discounts to the trade.

BEN SAMUELSON & CO.

219 S. Dearborn St. CHICAGO

RUBBER THUMB RINGS

No more sore thumbs. Increase the operator's efficiency by giving increased leverage on the roller.

FREDERICK J. WERNER & CO.

17 Battery Place, NEW YORK, U. S. A.

Cable Address, "WERNFACTUR"

The only exporting house making a specialty of

Office Furniture, Stationery and *Supplies*

of all kinds for the Foreign Trade. Agents in all principal markets. We are open for a few additional lines and invite correspondence of interested manufacturers.

SINGLE SPACE UNDERSCORE

FOR MULTIGRAPH OR FLEXOTYPE

The only **Single Space** underscore made for rotary machines

FULL SET $3.00

Sent prepaid on receipt of price

O. K. ADDRESSING CO.

BETZ BUILDING, PHILADELPHIA, PA.

page memorandum book large enough to carry all the permanent data that the average man needs in a year.

A striking feature of interest to the stationer is the fact that this article cannot become "dead stock." Any number of sets a dealer may have on hand—in case one or two months have passed for wihch the set is intended—may be brought up to date by ordering the next quarter following the last dates of his set and the expired quarter at the front of the set may be thrown away, thereby bringing the set up to date. This can be followed for any quarter throughout the year at a very slight additional cost. It is a great efficiency-builder for employes of an establishment at the beginning of the year, and is also, obviously, an invaluable device for the general outside salesman.

The line may be had either through New York jobbers or direct from the manufacturer.

HALLOCK MOVES TO CHICAGO.

F. S. Hallock, formerly on the Philadelphia sales staff of the Alvah Bushnell Company, is entering the office supply business in Chicago, having established headquarters at 440 South Dearborn street, Room 460, where he has already garnered a large and growing business. The Alvah Bushnell Company greatly regretted his loss, but purely personal considerations made the change necessary. Mr. Hallock formerly lived in Chicago, and has many relatives in this city, as well as a host of business friends. His new move is rather like returning to a familiar scene of activity than a pioneering endeavor, and already he has found a large amount of custom, as a friend humorously puts it, apparently "waiting for his return." While pushing Bushnell's Paperoid goods actively, he will also deal in other office supplies and will aim to offer the trade a full line of up-to-date equipment. Office Appliances takes pleasure in welcoming him to Chicago—and to its Inner Circle of good will and fellowship.

SOME FINE NEW BUILDINGS.

The magnificence of the newer style of business buildings is strikingly shown in a booklet just issued by the Baltimore Business Bourse for the Calvert Building and Construction Company, 663 Calvert Building, Baltimore, Md., and exhibiting particularly views of the Equitable-Calvert Buildings, at Calvert, Fayette and St. Paul streets, in that city. Both the views of entire blocks and of interiors show a rugged vigor of design and a pleasing symmetry of detail which vividly combine the two essential architectural demands of use and beauty in modern commercial construction. The entrance facade of the Calvert Building is especially ornate and yet substantial and imposing. There are also diagrams of interiors which will be useful to prospective builders.

Solid End Vertical Letter File
on Unit Sanitary Legs

Solid End Vertical Bill File
with Double-Wall Ends attached and mounted on the same set of legs. Notice how they adjust, with or without the extra ends, to a perfect flush edge with all sides.

The New *Allsteel* Optional Loose End Uprights

Something Brand New in Filing Cabinets

Cost less. Require less floor space. Offer greater security. Combine loose end and solid end files in one type. Dustproof.

Insure Safety for Contents, with greatest capacity at lowest cost.

Non-burnable steel construction, with air space insulation afforded by double front drawers and optional loose ends, gives greatest security from fire.

When stacked in battery, each file has the protection of its closed sides, besides the battery protection of numerous steel walls with ordinary open side sections the whole interior of battery forms but one open file exposed to sweep of flames or ravages of vermin.

Filing space of 23¾ inches with case depth of 25 inches, gives capacity for floor space occupied beyond what has heretofore been thought possible.

New type of unit sanitary legs—corners and intermediates—eliminate the buying of more than the exact number of legs needed. Waste and unsightly duplicated bases are saved.

Get posted on this new line right away and get in on the profits. Write today for illustrated folder and dealer's terms which mean more dollars for you.

The General Fireproofing Company
Export Office: 396 Broadway, New York, N. Y. Youngstown, Ohio

Desirable
New York Branch Office
Space For Rent

Our New York Office space has had to be enlarged to accommodate the increasing demands in the Metropolis for ALLSTEEL Devices.

Where we formerly occupied but one third of a floor we have now leased the entire first floor at 396-398 Broadway.

Using more than twice our former space, we still have left a very desirable office and display room, which we will rent. It contains 100 sq. ft., has two private offices, elevator and free electric light.

Opening on Broadway it is in the midst of the office supply district and for any concern contemplating the opening of a branch or export department it is ideally located.

For full information address inquiry to

The General Fireproofing Co.
396 Broadway, New York City

DIRECTORS' TABLES—

Made for Service—a fitting Ornament as well

Our high standard of excellence in workmanship, material and finish is clearly defined in these office and directors tables. They are made to satisfy particular customers.

Shall we send you catalog of our complete line of office furniture? Better write for it today.

SHELBYVILLE DESK CO.
SHELBYVILLE, IND.

No. 4296

96 inches long, 42 inches wide, 30 inches high; selected quartered white oak or mahogany; satin wax finish; dull cast brass trimmings.

BICKNELL WINS A CUP.

Manager Ritter of the Boston office of the Royal Typewriter Company, in September offered a very handsome silver cup as a sales trophy to be competed for by the members of the Boston force, the cup

E. A. BICKNELL AND CUP.

going to the man making the greatest number of sales for the Boston branch in the month of September. Mr. Ritter offered this cup with a view to stimulating Royal sales in the Boston territory, and the result exceeded his expectations.

The Ritter Trophy was won by E. A. Bicknell, who represents the Royal at the Portland, Me., sub-office.

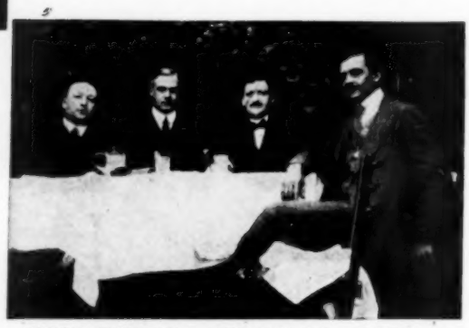
GOOD HOLIDAY NOVELTY.

With the approach of the holiday season, the personal touch in business becomes a more important factor. The customer gained through good service at Christmas time is usually a permanent one, for it is then that shopping, of whatever degree, is a pleasure rather than a task, and the impression of satisfaction lingers long. The accompanying cut suggests a method for making such an impression on the customer. The item is one of those trifles that sometimes bulk large in merchandising: A special holiday gum tape, printed in red and green and bearing the illustration here shown—the product of the Reliable Gum Tape Company, 88-90 Cypress Avenue, New York City. The rolls of tape cost little and are bright and attractive. Used with a "Reliable" sealing machine, on which there is no patent restriction, they will make up holiday packages more rapidly and at a less expense than twine or rubber bands—besides imparting that personal touch without which any gift lacks its chief charm to the recipient.

Another Reliable product which is without patent restriction and which the dealer can use to good advantage, as well as sell with a handsome profit, is the Tape Moistening Machine. This is a new model of sealing machine, embodying many improvements, a special feature being the new combination roller and pad moistening device, assuring absolutely perfect wetting of tape. The new Reliable, sold under a guarantee of protection, means a 50 per cent saving over rubber bands or twine, and a 100 per cent improvement in neatness. It is a product which should interest any dealer who is alert to new and profitable ways of augmenting his Christmas and New Year's trade.

IN A VIENNESE CAFE.

George Ed. Smith, sales manager of the Royal Typewriter Company, was in Vienna not long ago, and became well acquainted with J. Ehrlich, one of the partners of the



JACOB EHRLICH, GEORGE ED. SMITH, E. LAUTERBACH AND FRANZ PELZ.

firm of Joe Lesti, Nfg. The accompanying cut shows Mr. Ehrlich at the left; next to him Mr. Smith, then E. Lauterbach, another partner in the firm of Joe Lesti, Nfg., and finally Franz Pelz, head of the firm's mechanical department.

BABCOX ON "THE AD MAN'S JOB."

"The Advertising Manager and his Job" was the title of a strong and inspiring address with stereopticon illustrations, delivered before the Syracuse Advertising Men's Club Monday evening, Nov. 11, by Edward S. Babcox, advertising manager of the Yawman & Erbe Manufacturing Company of Rochester, N. Y. Through the courtesy of Mr. Babcox, Office Appliances is enabled to present to its readers several of the best paragraphs in this address, which is instinct with the new century spirit of service and with that humorous good sense for which Mr. Babcox is well

E. S. BABCOX

known. Speaking of "Acquaintanceship" as a by-product of the successful advertising club, he said:

"We business men do not know enough other business men, and those we do know we don't know well enough. Every one of us is striving to make of himself an ideal business man. Those of us who are office boys want to be clerks; clerks want to become managers; ambitious managers are striving everywhere to become part owners and directors in the organization which employs them; and our present owners and directors are constantly reaching out for more business to own and direct. That is the great American ambition, and it is eminently right that it should be so. Without that kind of steam in our engines Uncle Sam's train of business wouldn't get very far.

"For counsel as to the best way to achieve along these lines, consider the rules of Carnegie, when he said: 'I have succeeded in my business because I have chosen other men who can do my work better than I.'

"The great big job of every business executive today (and every one of us is an executive) can be summed up in three words: (a) Plan, (b) Execute, (c) Record.

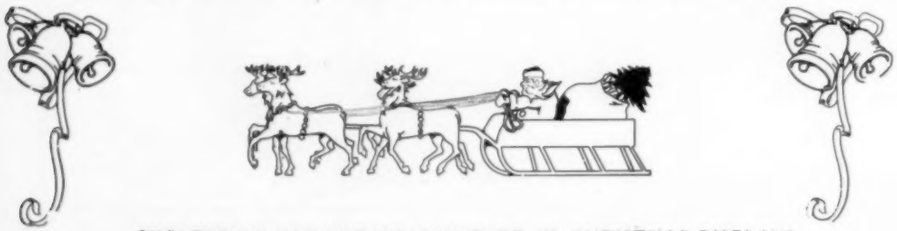
"No structure was ever built without a plan. No business either. The finest of plans are useless unless they are properly executed in architecture, and in business. A business man reaps only half the benefit of his work if he has not definite, tangible records of his plans, processes of execution and real results.

"Our modern business executive is essentially like a great fly-wheel on the engine shaft. He energizes the entire institution with which he is connected, and most fly-wheels, you know, move so swiftly and smoothly you cannot see them go.

"The great tendency in modern commerce today is toward automatic business. The national slogan is coming to be routinize, mechanicalize, use mechanical advantages, and save your own personal energy for bigger things. And right there we have the kernel of the argument used so widely by makers of adding machines, cash registers, typewriters—and even filing systems.

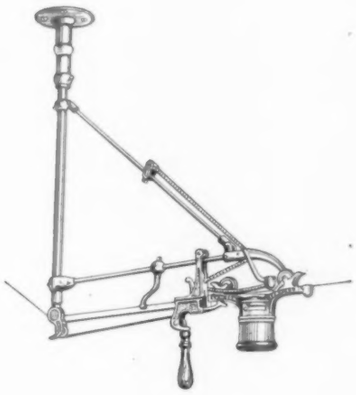
"The whole thing is simply this—that real executives in business never do anything which a subordinate or a machine can do equally well. They save themselves for things which no one else can handle as effectively as they."

San Francisco is co-operating with a movement engineered by a Board of Management to collect funds by subscription with which to achieve a "City Beautiful."



SUGGESTION FOR USE OF GUM TAPE IN CHRISTMAS DISPLAYS.

LAMSON



Dispatch Economy Safety

Lamson Cash Carriers improve your service by common-sense centralization and equal distribution of labor.

Cut out lost motion, reduce the pay-roll and speed up the work.

Give the cashier the quietness and isolation that ensures *correct* records.

And double-check every sale whether it be cash, charge, C.O.D. or transfer.

ASK YOUR NEIGHBOR

The Lamson Company
BOSTON, U. S. A.
Representatives in all principal cities

SERVICE

Give your customers a chance to select de Luxe Styles of the famous

ECLIPSE PNEUMATIC INKWELL

THAT will do them good; their friends will appreciate the Eclipse as one of the most exclusive, most practical Gifts for Christmas or Weddings—one that will be serviceable and attractive for a generation.

You'll Get the Profits

Catalogue, list of liberal discounts and scheme to make business good are yours by return mail.

The General Supply Company
Department A **Danielson, Conn.**

VISITS THE CENTRAL WEST.

J. T. Whitehead, general sales manager of the Dictograph Department of the General Acoustic Company, New York, visited the centeral western branch offices of the company last month. Mr. Whitehead spent a short time in Chicago, while on his trip.

J. T. Whitehead is well known to office appliances people through his previous connection with companies producing some of the leading office devices. He was a few months ago manager of the New York City office of the Addressograph Company—a position which he took after ten years' experience in the office appliances field. Here he made a record for results, which marked him as one of the most efficient managers in the field.

NEW BIRMINGHAM BUSINESS.

R. L. McMeans, who has had a long and a wide experience in the selling end of the stationery business, will open a modern stationery and office appliance store in Birmingham, Ala., January 1. Starting with a paid-up capital of $10,000, the stock being owned personally by the proprietor, the business will exploit thoroughly the Birmingham territory. The stock will include wood and steel filing cabinets, desks and chairs, stationery—in short, the entire range of modern office equipment. Mr. McMeans just now is seeking particularly to get into touch with a number of manufacturers in these lines, and will appreciate any information as to available agencies which may be made to him. Both from natural business capacity and from his extended experience, he is amply fitted to achieve prosperity in his new field.

INCORPORATES OMAHA BUSINESS.

E. H. Thorp of Omaha, Neb., has incorporated a typewriter business at 411 South Fifteenth street, to be known as the Omaha Typewriter Exchange and to deal exclusively in second hand machines, together with the necessary supplies. Mr. Thorp has a large and varied equipment for the work, and is prepared to furnish all standard makes to the trade. He has had a wide experience in the typewriter game, having been a member of the staff of the B. F. Swanson Company and also at one time with the L. C. Smith & Brothers Company in Sioux City, Iowa. He begins work in his new field with every indication of marked success.

A LIVE LOS ANGELES HOUSE.

Los Angeles office furniture dealers have enjoyed a busy summer and early fall. The furniture department of Barker Brothers, under the skillful management of W. J. Broome, assisted by Henry S. Leek, assistant manager, is showing marked prosperity. Mr. Broome's sales staff is known

VIEW OF FURNITURE DEPARTMENT, BARKER BROTHERS, LOS ANGELES.

all along the coast for its energy and resourcefulness. He now has ten men on the road, but is looking for a few more. His presnt staff includes Glen K. Haddow, Louis Lambert, Ed Ball, F. C. Charles, F. Forsyth, C. W. Farmer, P. H. Thomason, Chester Anderson and William Condon.

SOME OF THE DE LUXE SELECTIONS IN THE STORE OF BARKER BROTHERS, LOS ANGELES.

The Los Angeles furniture field is peculiarly inviting to live salesmen just at present. New office buildings are going up every month—at the moment of writing work is actually progressing on buildings which will throw nearly 3,000 new offices on the market for equipment. From a village of 10,000, as Mr. O. T. Barker found the city when he opened his first store nearly thirty years ago, Los Angeles has grown to—and outgrown—the quarter-million mark. Step by step with its progress the house of Barker Brothers has kept the pace.

C. H. and W. A. Barker, sons of the founder of the business, have succeeded to the management, and now the third generation—grandsons of the pioneer—are about to assume responsibility for the policy of the company. And with this progress the extent of stock carried has broadened, until today it embraces desks in all woods and styles, office chairs, directors' and office tables, filing cabinets and supplies, sectional bookcases and kindred lines—attractively grouped in a special department. Prominent among the filing cabinets are the Shaw-Walker and Macey lines, and among the desks, the Clemco, Derby, Leopold, Bentley, Gerwig, Olson, Michigan, Marble Shattuck and Crocker.

The accompanying cuts illustrate the variety of lines covered. The thoroughgoing and hearty-spirited service for which this company is well known in Los Angeles is behind every successful deal which it negotiates. It is this above all else which has made the house of Barker distinctive, and has given it a definite trade individuality through three generations of management and through many changes in the thriving city in which it has its home.

SEQUEL TO PAPER PRICE RAISE.

The Publicity Committee of the New York Stationers' Association, of which Theodore L. C. Gerry is chairman, has officially notified the members of that body of the recent advance in prices of lightweight writing papers, in which the jobbers have acted almost coincidently with the manufacturers. In connection with this notice, the New York Association has compiled and issued a four-page folder giving the recommended minimum prices for dealers' use in sales to the trade. Copies are available for members of the association, and a united effort is being made to meet the situation created by the advance with the least possible inconvenience to the trade.

SOME INTERIOR VIEWS IN THE UP-TO-DATE STORE OF BARKER BROTHERS, LOS ANGELES.

No other Loose Leaf manufacturer carries as large a variety of Stock Forms as Irving-Pitt Mfg. Co. Dealers realize the necessity for Stock Forms. There is, in the LOOSE I-P LEAF line a Stock Form for almost every requirement.

The new General Trade Catalog of the I-P Co., acknowledged by dealers to be the Loose Leaf Text Book, lists *over seventeen hundred Stock Devices and Forms.*

1700 Stock Items

Each and every one of these items is *on the shelf ready for immediate delivery.* There are no "ifs and ands" about it—you can positively bank on LOOSE I-P LEAF service. No article is ever shown as stock by the I-P Co. that is not actually on the shelf.

Have you our General Trade Catalog? It is a liberal education in Loose Leaf, and is the best ever.

Perfect Distribution.

Three Complete Stocks.

IRVING-PITT MFG. CO.

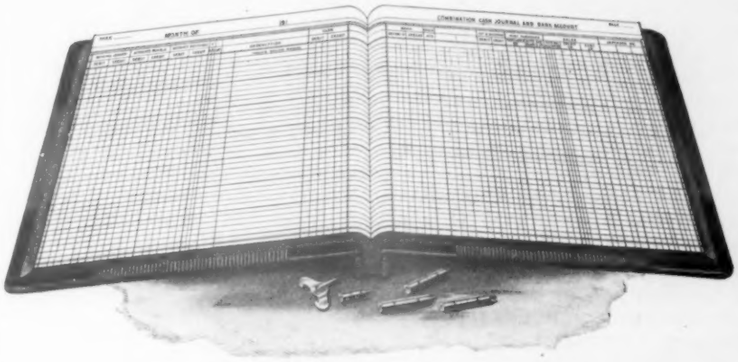
KANSAS CITY, MO.

New York Office, 54-56 Franklin St.
Chicago Office, 24-26 So. Clark St.

LOOSE I-P LEAF

543 STOCK FORMS

For Commercial Bank and Professional Use



LOOSE I-P LEAF

COMBINATION CASH, JOURNAL AND BANK ACCOUNT

Sheet Size 11x14 Inches

NON-PROJECTING SECTIONAL POST BINDER
End-Locking

A perfected form of this popular idea which will meet the needs of an ordinary business in any line. Equally useful for manufacturer, wholesaler or retailer. Columns are provided for all frequent entries, and blank columns for special needs.

The object of this method of original entry is to present daily a synopsis of the progress of the business and the financial condition. Its use also eliminates and locates errors.

Each month's record is started with the footings of the General Ledger accounts entered in the proper columns, and subsequent records are kept perpetually in balance, the sum of all debit column footings always equalling the sum of all credit column footings.

As every transaction is recorded in this book, either in detail or by daily totals, as the case demands, the footings of the columns reflect complete information, such as daily balances of Accounts Receivable and Payable, Cash and Bank Balances, Purchases, Sales, Expenses, and Interest and Discount.

Sheets for current month only in binder in daily use, sheets for previous months being transferred. Our price of stock sheets in small quantities makes cost of installation and maintenance nominal.

No. 97-H Current Binder (Class H) bound in Half Red Cowhide back and corners with Corduroy sides, steel hinges, equipped with two ½-inch Sectional Posts, 7 inches center to center.	$7.00	
100 Sheets ruled and printed (11x14) Form 97, color Buff.	2.25	$9.25
No. 98-H Same as Outfit No. 97-H, with the exception of the sheets which are ruled only, no printing Form 98, color Buff.		$8.75
Transfer Binders, TOP LOCKING, bound in Full Canvas with Leather corners. Order by Number, 4229.	$3.25	
Sheet Holders bound in Half Red Cowhide back and corners with Corduroy sides, Order by Number 5329.	$3.75	

First dimension given is always binding side.

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REPRODUCTION OF ONE CATALOG PAGE

NEW BUILDING OF TOWER CO.

The accompanying illustration shows the first actual photograph of the Tower Manufacturing & Novelty Company's new building at 326, 328, 330 Broadway, before they had the lettering on the windows or the large electric sign swung. This building extends back 150 feet, teeing out to Pearl street on one side and to Worth on the other.

With a floor space, including the cellar and sub-cellar, of over 150,000 square feet, the cellar and sub-cellar will be devoted to general stock of inks and other heavy merchandise.

On the main floor located in front will be the retail store, in the rear the wholesale department as well as the office of Mr. Einstein, the president. On the mezzanine floor will be located the office furniture department, the superintendent's office, the export department, catalogue and publicity department, as well as several of the buyers' offices.

On the second floor will be located the fancy and holiday goods and sporting goods departments, as well as the paper and twine and printing departments. The third floor in front will be the general offices, in the rear of which will be the stock rooms, the pen and pencil department, as well as the office of the pen and pencil buyer.

The entire fifth floor will be devoted to the shipping and packing department, the mail order and billing departments.

On the fourth floor will be general stock. The tee connection on Pearl street will be devoted to stock rooms and the receiving department. The tee connection on Worth street will also be devoted to stock, except on the first floor where there is an inclosed shipping port with loading platform and room for auto trucks to be loaded or uploaded all inside of the building.

In addition to the regular telephone equipment, the entire building will be equipped with a teleautograph system connecting the various departments.

The building is equipped with one passenger and three freight elevators. In addition to the elevator service there is an Otis gravity package carrier, which will be used for sending packages from the packing department on the fifth floor to the main floor and shipping room.

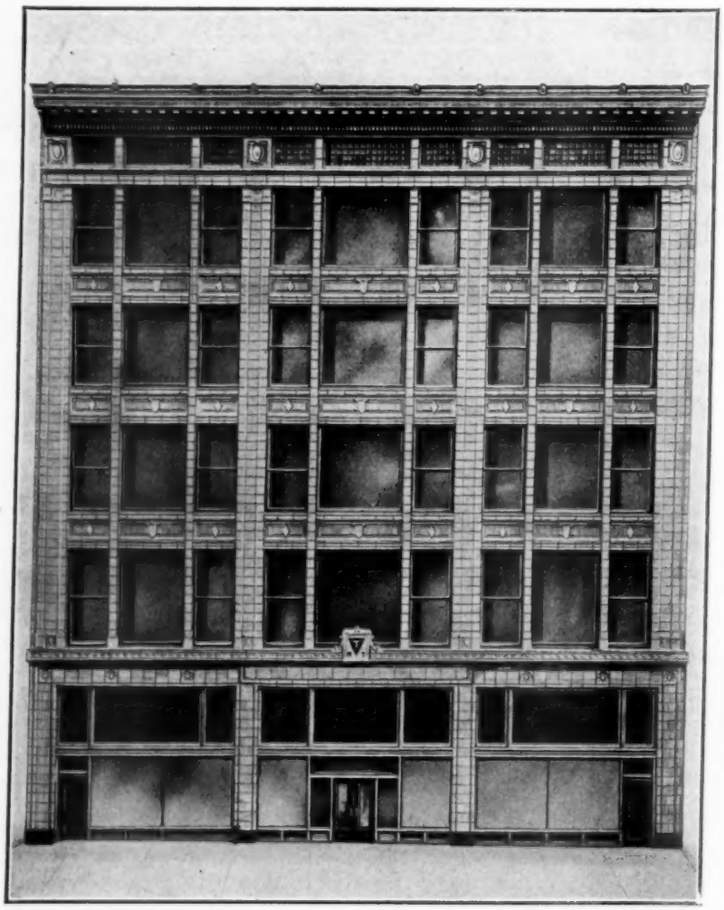
As a safety device the building is provided with four fireproof fire escapes. In addition to the rear fire escapes one of the most complete sprinkler systems is also in evidence as a further protection against fire.

On each floor is provided an automatic time clock for insuring the regular rounds of the night watchman.

Particular care has been taken with regard to the ventilating system.

For the company's customers and friends visiting New York ample reception and rest rooms have been provided in which will be found writing materials, including paper and envelopes.

They especially invite the trade to make Tower their headquarters when in New York City.



NEW BUILDING OF THE TOWER MANUFACTURING AND NOVELTY CO., NEW YORK.

PEASLEE AGAIN WITH WEBSTER.

Both the trade and the F. S. Webster Company are to be congratulated, as well as W. H. Peaslee himself, upon his return to that concern, his original connection, announced this month. Mr. Peaslee is known widely, both in this country and in Canada, as an active factor in the ribbon and carbon field. For fourteen years he was Mittag & Volger's special representative for Eastern Canada and the United States, as well as Cuba, Porto Rico and Jamaica. Previous to this he had been on the Webster staff, and still earlier with A. I. Andrews of Boston, who handles the original Webster ribbons in New England.

Mr. Peaslee left November 5 for an extended tour for the Webster line, covering the West Indies, Central and South America and to last about a year. In preparation for this trip, which will include interior towns as well as the coast, Mr. Peaslee spent some weeks at the plant in Boston, renewing his acquaintance with the Webster methods of manufacture. His inspection increased his enthusiasm for the details of the Webster producing system. He was particularly impressed with the striking contrast between the Webster plant as he formerly knew it and the present-day enormous establishment covering six floors and approximately 100,000 square feet of space.

Besides handling sales in the Southern field, Mr. Peaslee is expecting to establish several new agencies for Webster lines in the Latin-American republics, which will mean added value in distribution, and is in harmony with the Webster policy of concentrated service to the consumer.

MULTIPOST INVADES CANADA.

Office Appliances is advised that the Multipost patents for Canada have been purchased by a syndicate of Toronto business men, who will immediately incorporate the Canadian Multipost Company, Ltd. Arrangements have been made for the immediate manufacture of the Multipost mailing machines, etc., in Canada and Canadian-made Multiposts are ready to be delivered from the Canadian factory.

The present address of the Canadian Multipost Company, Ltd., is 603 Standard Bank Building, Toronto, Canada. The new company, while backed by Canadian capital, will have the full support of the parent company in Rochester, N. Y., which, it is said, is a heavy stockholder in the new Canadian concern, and will influence its policy along those lines which have given satisfactory service to customers in the United States.

NEW ROYAL AGENCY AT TORONTO.

Contracts have been signed between the Royal Typewriter Company and Alfred Landau, of Toronto, Ont., who is about to take up the sale of the Royal in Ontario Province on a scale that will immediately place Toronto among their best and strongest agencies.

Mr. Landau is a gentleman of large business experience, being the proprietor of one of the largest concerns in Canada manufacturing dry-cell batteries and other electrical goods. He is a man of energy and ambition and though a stranger to the typewriter business, he takes a hand in the game with his eyes wide open and is prepared to meet competitors and give them battle upon their own terms.

Big New Plant of **Browne-Morse Company** Muskegon Michigan

What it means:

What is the most conclusive proof of efficiency?

Isn't it progress—growth—success?

The above is a picture of our big new plant—*four times as large* as the old factories we have outgrown.

Started less than five years ago, our Browne-Morse Quality Filing Furniture business has increased so fast that additions to our original factory soon over-ran its site.

This made a new plant absolutely necessary—to take care of the growing demands of our business. Therefore, we added the second plant shown below about two years ago. Soon we outgrew this.

Plant No. 1

Plant No. 2

This fall the big new plant shown on the preceding page was completed and we are now "moved in and settled."

To us, this new home means a great deal more than just a big new building, containing additional machinery, and other increased facilities for making Browne-Morse Quality Filing Furniture, Equipment and Supplies.

Are we mistaken in our belief that the necessity for this new plant is *conclusive proof* of superior effectiveness in the Browne-Morse Quality Line?

If Browne-Morse Quality Methods—and the Furniture, Equipment and Supplies made to put them in operation—are not unusually effective could this business have grown as rapidly as it has in so short a time?

We take the rapid progress of our business to a point where a great, new factory such as the above is needed to meet the necessities of growth, as *conclusive proof* that the Browne-Morse Quality Line is found unusually effective by those who use Filing Furniture.

Equipment and Facilities for Service

Now let us tell you what the new plant will mean in the way of *better service* for our customers—improved facilities for handling bigger business.

First—we have nearly 5 acres of yards.

This will enable us to carry a big supply of lumber.

Then, our new dry kilns have a capacity three times that of those in the old factory.

In our new seasoning sheds, we can carry an immense stock of thoroughly dried lumber—ready for instant cutting.

In our new cutting-up department, we have installed the very latest—and most effective—machinery. Some of this new machinery is especially built to conform to ideas of our own. This means rapid work—and high grade work.

Our new cabinet room—where Browne-Morse Quality Furniture is put together—is a big, well lighted, well ventilated, well heated and thoroughly equipped room, including every facility for turning out high grade goods under the most favorable conditions. This means the very best workmanship to be obtained.

Our new finishing room has been equipped, at the cost of thousands of dollars, with modern oxidizing kilns—the process used by manufacturers of high-grade pianos. This means doing away with the old fashioned air drying process. Ours is the first office furniture factory to adopt the new process throughout.

Every branch of the finishing department in our new factory is in a separate dust-proof room. This means the finest—and most suitable—finish for the Browne-Morse Quality Line throughout.

Big warehouse space will enable us to carry large stocks of finished goods. Quantities of fully finished furniture will be carried *crated*—ready for immediate shipment.

Large stocks of furniture finished "in the white"—that is, ready for any special finish—will also be carried in stock.

Car load lots of Browne-Morse Quality Furniture can be shipped *within* 48 *hours after the order is received.*

The Browne-Morse Line of "Quality Cabinets"

is the most complete line of wood Filing Cabinets manufactured.
Over 500 different pieces always carried in stock

Quality Service Satisfaction

Upright Sections
4 Grades of Quality
3 Sizes 3 Finishes

Solid Card Cabinets
Quality Grade only
21 Sizes 2 Finishes

Combination Sections
2 Grades of Quality
16 Sizes 2 Finishes

"The Desk with Brains"
Quality Grade only
21 Sizes of Sections 3 Finishes
Over 8000 possible combinations

Horizontal Sections
Quality Grade only
45 Sizes 3 Finishes

Miscellaneous Trays
Quality Grade only
3 Sizes 3 Finishes

Card Index Trays
Quality Grade only
24 Sizes 2 Finishes

Cabinette Sections
Quality Grade only
39 Sizes 3 Finishes

Side tracks from the Pere Marquette and Pennsylvania (G. R. & I.) Systems run directly into our yards and pass our shipping room doors.

Two other railroad systems give quick service and two boat lines—operating daily all the year round—one to Milwaukee, the West and Southwest, and the other to Chicago, the South and Southwest, have their docks within a short distance of our new plant.

These facilities enable us to offer our trade a greatly superior line of Filing Furniture, Equipment and Supplies, ready for shipment on shortest possible notice.

You are invited to come and inspect our new home at any time.

"Seeing is believing."

If you see the new Browne-Morse plant—its equipment and facilities and our working force—you will understand *why* our business quickly outgrew the old factory and *why* the volume of our trade is constantly on the increase.

Visitors are always welcome.

If you cannot come to see our new plant, do the next best thing. Write for our new book "Filing Systems."

This book is "the very last word" on improved business methods.

It is fully illustrated, showing the complete line of Browne-Morse Quality Filing Furniture, Equipment and Supplies. The line includes standard vertical and lateral sections—fractional sections or "Cabinettes"—transfer cases, trays, folders, cards and all other items usually required in keeping the records of thoroughly up-to-date business establishments.

Our book is a valuable addition to the business library of anyone who has to do with the keeping of business records because, if any unusual need occurs, reference to "Filing Systems" will enable you to find just the kind of equipment which will best meet your needs.

BROWNE-MORSE COMPANY

509 McKinney Ave. Muskegon, Mich.

BRANCHES

New York City—82-84 Fulton Street
Philadelphia—707 Arch Street
Baltimore—109 North Frederick Street
Washington—Cor. 11th and F Streets
Milwaukee—432-436 Broadway
San Francisco—61 Post Street
St. Louis—312 North Broadway

Special Message to Dealers. The handling of Browne-Morse Quality Filing Furniture, Equipment and Supplies is given to but one dealer in a locality. This means "Exclusive Agencies." Dealers who are now handling our line have, thereby, been able to build substantial and permanent trade in this department of their business. The Browne-Morse Quality Line is extensively advertised in magazines read by business men. This list includes "Outlook," "System," "McClures," "Technical World," "Worlds Work," "Field & Stream," "Outing," "Scribners," "Review of Reviews" and "Literary Digest." This Advertising arouses *first interest*. It *starts* business for our "Exclusive Agents." After that, the thorough efficiency of Browne-Morse methods, and the reliability of Browne-Morse Quality Furniture, Equipment and Supplies, establishes the trade. If your business could be increased through a proposition of this kind, we should like to hear from you. Please don't write to us, however, unless you *desire—and expect*—to increase your business. We ask this because ours is a strictly high-grade proposition *of great value to Dealers who are thoroughly up-to-date*. Therefore—we seek—*only the up-to-date kind of dealers*. To such, our proposition, prices and terms are most attractive. Address us at our Muskegon headquarters as above.

STATIONERS' COMMITTEES FOR YEAR.

The Year's work of the National Association of Stationers and Manufacturers, enthusiastically begun at the great Omaha convention, goes forward steadily and surely. With the new officers in charge, the machinery of administration is already in splendid working order, and the important tasks that await consideration during the coming year are being attacked with one of the strongest and best balanced force of committees ever chosen. The full list of committee appointments, recently given out, is as follows:

PERMANENT COMMITTEES.

Executive.

Robert D. Patterson, Chairman, 306 N. 4th St., St. Louis, Mo.; Millington Lockwood, Ellicott Square, Buffalo, N. Y.; Chas. E. Falconer, N. W. cor. Gay and Water Sts., Baltimore, Md.

Blank Books.

H. W. Rogers, Chairman, Wilbur & Hastings, 37 Fulton St., New York; Frederick C. Bazley, Geo. A. Drake Co., Detroit, Mich.; J. Herbert White, Adams & White, Buffalo, N. Y.

Paper and Envelopes.

Chas. N. Bellman, Chairman, Franklin Ptg. & Eng. Co., Toledo, O.; C. H. Shields, Blade Printing & Paper Co., Toledo, O.; Samuel Ward, Samuel Ward Co., Boston, Mass.

Files and Office Furniture.

A. Pomerantz, Chairman, A. Pomerantz & Co., Philadelphia, Pa.; H. C. Yeiser, Globe Wernicke Co., Cincinnati, O.; Theo. A. Steinmueller, Lucas Bros., Baltimore, Md.

Hardware and Glassware.

W. E. Milligan, Chairman, Maverick-Clark Co., San Antonio, Tex.; Samuel E. Hilles, Samuel C. Tatum Co., Cincinnati, O.; Ennis Cargill, Cargill Co., Houston, Tex.

Inks and Mucilage.

John Brewer, Chairman, H. K. Brewer Co., New York; Richard B. Carter, Carter's Ink Co., Boston, Mass.; William Rodiger, Sanford Mfg. Co., Chicago, Ill.

Pens and Pencils.

R. B. Sanders, Chairman, F. W. Roberts Co., Cleveland, O.; Julian H. Schermerhorn, Jos. Dixon Crucible Co., Jersey City, N. J.; J. M. Goldstein, Burrows Bros., Cleveland, O.

Loose Leaf Devices.

Harry A. Prizer, Chairman, William Mann Co., Philadelphia, Pa.; Roy T. Jefferson, Jefferson Printing Co., Springfield, Ill.; W. D. Bevin, Boorum & Pease Co., New York.

Leather Goods and Novelties.

Lansing G. Wetmore, Chairman, Scrantom, Wetmore & Co., Rochester, N. Y.; C. S. Kiggins, Kiggins & Tooker Co., New York; L. T. Marshall, Marshall, Jackson Co., Chicago, Ill.

Rubber Stamp Goods.

Geo. M. Spalding, Chairman, Spalding Stationery Co., St. Louis, Mo.; Jos P. Cooke, J. P. Cooke Co., Omaha, Neb.; Gus. A. Meyer, Jr., Meyer & Wenthe, Chicago, Ill.

Miscellaneous Items.

E. Y. Horder, Chairman, Horder's Stationery Stores, Chicago, Ill.; R. H. Baxter, International Stationery Co., New York; Chas. C. Cope, Omaha Printing Co., Omaha, Neb.

STANDING COMMITTEES.

National Catalogue Commission.

James A. Dorsey, Chairman, The Dorsey Co., Dallas, Tex.; Chas. A. Stevens, Secretary, Stevens, Maloney & Co., Chicago, Ill.; W. J. Kennedy, Kennedy Stationery Co., St. Louis, Mo.; W. J. Youmans, W. B. Carpenter Co., Cincinnati, O.; Ralph S. Hauer, The R. S. Bauer Co., Lynn, Mass.

Grievance.

Mortimer W. Byers, Chairman, 41 Park Row, N. Y.; Frank D. Waterman, L. E. Waterman, New York, N. Y.; Theodore L. C. Gerry, Gerry & Murray, New York, N. Y.

Resolutions.

Chas. A. Lent, Chairman, Brown, Lent & Pett, New York City; Chas. H. Langbein, Kurtz, Langbein & Swartz, Pittsburgh, Pa.; Franklin Weston, Byron Weston Co., Dalton, Mass.

Convention.

Frank W. Bailey, Chairman, Thorp & Martin, Boston, Mass.; Frank B. Towne, National Blank Book Co., Holyoke, Mass.; Geo. C. Whittemore, Thomas Groom & Co., Boston, Mass.

Program.

Frank W. Bailey, Chairman, Thorp & Martin, Boston, Mass.; Frank B. Towne, National Blank Book Co., Holyoke, Mass.; James Logan, U. S. Envelope Co., Worcester, Mass.; Franklin Weston, Byron Weston Co., Dalton, Mass.; R. A. Wight, American Writing Paper Co., Holyoke, Mass.; George C. Whittemore, Thomas Groom & Co., Boston, Mass.; Henry R. Johnson, Johnson's Bookstores, Springfield, Mass.; H. A. Moses, Strathmore Paper Co., Mittineague, Mass.; W. D. Judd, Hampshire Paper Co., South Hadley Falls, Mass.; Charles K. Wadham, Z. & W. M. Crane, Dalton, Mass.

Credentials.

Abner K. Pratt, Chairman, J. L. Fairbanks Co., Boston, Mass.; Clarence R. Comfort, Comfort Printing & Stationery Co., St. Louis, Mo.; William E. Smith, L. E. Waterman Co., Chicago, Ill.; A. H. Childs, S. D. Childs Co., Chicago, Ill.; James E. O'Donnell, O'Donnell Bros., New Orleans, La.

Standardizing.

Chas. H. Marshall, Chairman, Wm. H. Hoskins Co., Philadelphia, Pa.; J. B. Irving, Irving-Pitt Mfg. Co., Kansas City, Mo.; E. I. Baer, Baer's (Inc.), Canton, O.

Year Book.

F. I. Ellick, Chairman, Omaha Printing Co., Omaha, Neb.; W. K. Jeffrey, Jeffrey & McPherson, Minneapolis, Minn.; Chas. S. Cooke, Cooke & Cobb Co., Brooklyn, N. Y.

Foreign Relations.

Chas. F. Dawson, Chairman, 239 Notre Dame St., W. Montreal, Canada; L. G. Sloan, L. & C. Hardtmuth, London, England; F. M. Dameron, Dameron & Pierson, New Orleans, La.

Carbon Paper and Inked Ribbons.

E. D. L. Sperry, Chairman, Brown, Treacy & Sperry, St. Paul, Minn.; G. F. Malcolm, F. S. Webster, Boston, Mass.; M. P. Exline, Exline-Reimers Co., Fort Worth, Texas.

Traveling Men's Night.

Fred L. Coggin, Chairman, National Blank Book Co., Holyoke, Mass.; Harry J. Tyndale, Eberhard Faber, New York, N. Y.; M. E. Heise, Langfeld Bros. & Co., Philadelphia, Pa.; Harry Sharpe, Esterbrook Steel Pen Mfg. Co., Camden, N. J.

Special Committee of Five.

To report to 1913 Convention concerning the Competition Between Manufacturers, Jobbers and Dealers in Reference to the Selling of Pens, Pencils and Other Commodities to the Consumer. L. A. Hawkes, Chairman, C. Howard Hunt Pen Co., Camden, N. J.; Eberhard Faber, Eberhard Faber, New York, N. Y.; J. H. Einstein, Tower Mfg. & Novelty Co., New York, N. Y.; H. W. Rogers, Wilbur & Hastings, New York, N. Y.; W. S. Stafford, S. S. Stafford, New York, N. Y.

Delegates to Chamber of Commerce of U. S. A.

Fletcher B. Gibbs, National Councillor, Shea, Smith & Co., Chicago, Ill.; Chas. E. Falconer, Chairman, The Falconer Co., Baltimore, Md.; George C. Whittemore, Thomas Groom & Co., Boston, Mass.; Charles G. Stott, 309 9th St. N. W., Washington, D. C.; Millington Lockwood, Ellicott Square, Buffalo, N. Y.; Amadee Peting, Geo. D. Barnard & Co., St. Louis, Mo.; Frank D. Waterman, L. E. Waterman Co., New York, N. Y.; James Logan, U. S. Envelope Co., Worcester, Mass.

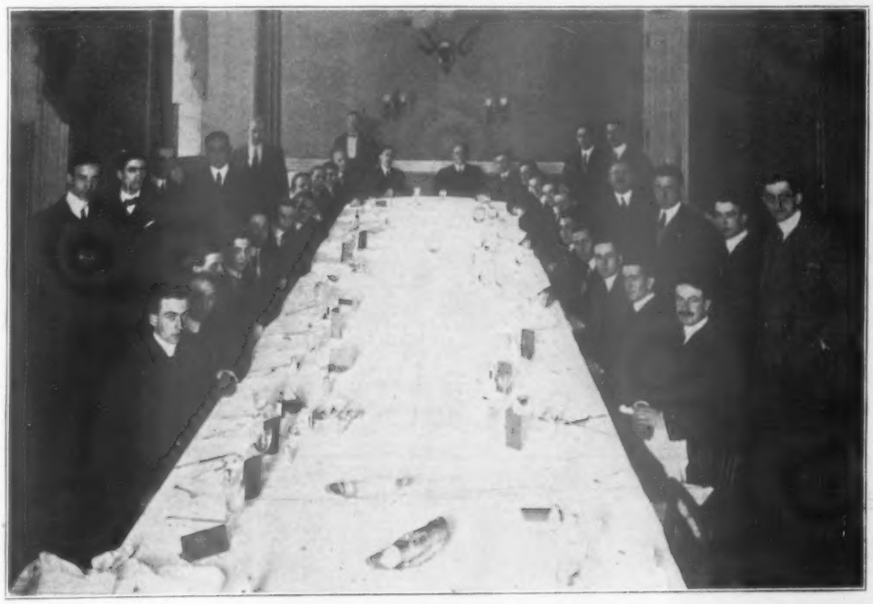
MULTIGRAPH ORGANIZATION WINS DINNER.

A delightful dinner was given the New York sales organization of The American Multigraph Sales Company, on Thursday, November 14, at the Hotel Cadillac, New York. The dinner was personally tendered the organization by General Sales Manager Jared, on account of the October business breaking all records for the New York office, and because that office made in October a certain special quota.

After the dinner a cabaret program was given by the office talent, which consisted of a violin and piano duet by J. Gace and R. D. Acker; toast and recitation by J. David Blaufox; baritone solo by H. M. Brady; piano selection by R. D. Acker; character song by William Netch, and bass solo by R. F. Lipp. Every number was creditably rendered, and the guests were surprised at the varied vaudeville accomplishments of the boys.

The following out-of-town guests were present: L. W. Jared, general sales manager, and Tim Thrift, advertising manager, Cleveland; G. E. Jackson, division sales manager, Philadelphia; J. A. Finigan, Washington.

From the New York office there were present: F. E. Cotharin, division sales manager. Salesmen: C. W. Crawford, W. Bennett, C. B. Walker, B. F. VanKannell, J. W. Valiant, C. J. Williamson, E. W. Brown, C. A. Barrett, W. Strain. Junior Salesmen: C. J. Durkin, P. V. O'Rourke, M. W. Frye, R. J. Whiting, R. D. Acker. Office Force: H. B. Brady, C. A. Reinholtz, J. J. Ehrbar, L. C. Browne, P. E. Mendenhall, R. F. Lipp, William Netch, J. H. Gace, M. M. Spillane, W. Kortlang, W. D. Schuyler, J. D. Blaufox, W. Klinger, H. Cohn, J. Aberle.



DINERS ASSEMBLED AT THE DINNER GIVEN BY SALES MANAGER L. W. JARED TO THE NEW YORK FORCE OF THE AMERICAN MULTIGRAPH SALES COMPANY.

LEADER IN LOOSE LEAF.

Richard A. Jonas, of Charles S. Jonas & Brother, 125 Worth street, is first president of the Associated Blank Book Manufacturers of New York City. He is a leader in this branch.

AN ADDING MACHINE

for general office or personal desk use - - only $10.00

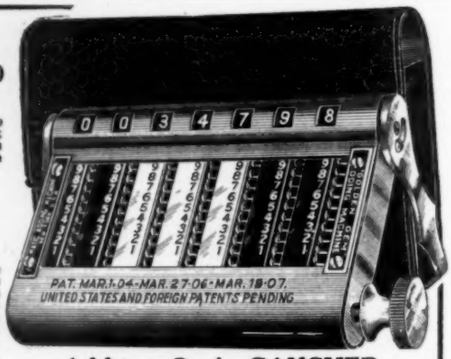
We have been making Adding Machines for ten years and have sold over 30,000. "THE PROOF" on request. During the past few years we have expended thousands of dollars in special tools and machinery to produce a machine that would be within the reach of all.

We have succeeded

THE GOLDEN GEM ADDING MACHINE

is the result

You can keep it right on your desk or take it with you on the road. It saves brain work and suits the average man's needs as well as a machine that costs several hundred dollars. It weighs only 19 oz. It has a capacity of seven to nine columns—carries and resets to zero automatically—has totals always in sight—is dust proof—will last a lifetime—is very simple—prevents all mistakes. ¶ The GOLDEN GEM is very compact—has a highly nickeled finish, made of the best materials throughout, and is supplied in a pebbled morocco leather case for only $10. ¶ IT PAYS FOR ITSELF BY AVOIDING MISTAKES. ¶ Send your remittance today—your money back within ten days if the machine does not make good. ¶ SALES AGENTS: The "Golden Gem" sells itself.



Address O. A. GANCHER
Automatic Adding Machine Co.
319 Broadway :: New York

YOU OWE IT TO YOUR BUSINESS

whether dealer or user, to investigate the improvements and exclusive patented features of the

AUTOMATIC FILING CABINET

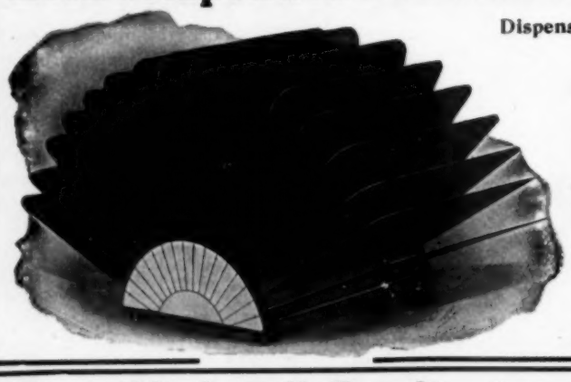
It is the ONLY File made with Drop Front and Automatic Tilting Follower

The feature that makes filing and finding a pleasure, not a task. We prove that every day as thousands of satisfied users will testify. Let us send you our 80-page catalog showing a big and handsome line of all the popular styles of Sectional Cabinets, Filing Desks, Desk Files, Card Ledgers, Filing and Card Supplies. Shipments on 30 days trial and approval at our risk.

The AUTOMATIC FILE & INDEX CO., 143-155 N. Pearl St. Green Bay, Wis.

Keen Competition Demands Modern Methods

Dispense with wire baskets and trays



The Bristow Radial Distributor

Serves the purpose of many—occupies about the space of one. Made in special sizes for special purposes. Affords all the advantages of **accurate, rapid and economical distribution** of papers. A combination of **facility and durability.**

Write for complete catalogue.

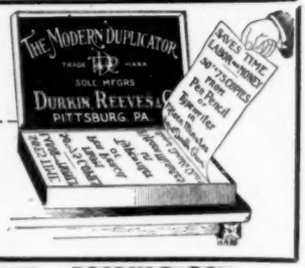
FREDERICK BRISTOW
East Orange New Jersey

The "Modern" Duplicator

Contains NO GLUE OR GELATINE
It is unaffected by heat or cold.

You can make FIFTY DUPLICATE COPIES from every letter you write with pen and ink, pencil or typewriter. Or copies of Music, Maps, Drawings, etc.

Duplicators complete $3.00 to $7.00 according to size. Exclusive Agencies Wanted Everywhere. Some good Foreign Countries still open. Liberal commissions. Write us.



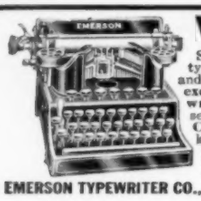
O. P. DURKIN, REEVES & CO.,
339 Fifth Avenue, Manufacturers Pittsburg, Pa.

"THE DETROIT"

The Nationally Advertised Coin Wrapper
Millions sold annually

Mr. Dealer: do not neglect this important line. Supply your banker with the best.

Imprinted advertising matter FREE
DETROIT COIN WRAPPER CO.
371 Harper Ave., Detroit—Toronto, Can.



WOULD YOU

Show this wholly visible typewriter to your friends and let them see wherein it excells any $100 Typewriter made, if we would send one to you **Free of One Cent of Cost** for you to keep forever as **your own?** Then on a postal card, or in a letter to us, simply say: Mail particulars.

EMERSON TYPEWRITER CO., Box 310 Woodstock, Ill.

BUSY QUAKER CITY JOBBING FIRM.

Philadelphia at last has a jobbing concern of major proportions, handling a complete line of stationery, fancy goods and toys. This company, which appears to have been the first to succeed in this field on a large scale in the Quaker City, is the Philadelphia Trading Company. It was organized last spring and its prosperity since its inception has been constant. Perhaps one reason for this remarkable success may be read in the sign which hangs just back of the desk of the manager in the handsome store at 1214 Arch street—"The first requisite of this office is to have things done exactly right."

Certainly a stroll through the aisles of this establishment proves that motto to be taken seriously and literally by those it houses. Not only in the varied stock but in the care with which it is set forth and the thoroughgoing service of every one connected with the store, does it live up to its epigrammatic watchword.

Three floors, each 173x32 feet, are occupied by the company in the modern eight-story-and-basement building on Arch street. Beginning January 1, still another floor will be added, and there is ample room for still further expansion. The store floor, front and back, is equipped with prismatic windows, which carry the natural light well into the interior, while artificial lights are placed in advantageous positions over the many display racks. The grouping of stock is so simplified that inspection is a work of moments rather than hours. The stock itself is splendidly varied, including the entire range of modern office equipment and a large number of useful and clever novelties, toys, specialties, etc. An especially tempting array of Christmas novelties, desk specialties and imported fancy goods are being exhibited to a daily increasing holiday trade.

While this mammoth business is a new one, in its present form, the firm whose trade is thus carried on really dates back to 1858, when Jacob Hollowbush started in business at 18 North Front street, Philadelphia. He handled a general line of stationery and household articles and laid the foundation for the more recent development into the jobbing field. In the meantime, however, S. Davis Carey became associated with the business, the firm name becoming Hollowbush & Carey. This was in 1866, and later, in 1883, the name was again changed to Carey Brothers & Grenemeyer. Successive removals were made to 218 Market street, 423 Market street, 817 Market street and 1027 Market street, as the trend of the city's business pushed farther and farther from the old downtown district. The change to a distinctively jobbing concern is the final step in this industry's evolution.

The officers of the present company, whose energy and sound business judgment have helped to shape its growth so remarkably, are: Charles H. Marshall, president; Edwin H. Hutchinson, vice president and treasurer, and H. E. Bitterlich, secretary.

Two Words

With You About

TYPEWRITER RIBBONS

They are—

"WORLD" AND "TUXEDO"

the two lines on to-day's market which are built to prevent absolutely any clog, snarl or tangle in the hardest day's work. **"World"** ribbons are guaranteed to be made of the highest grade materials, to work cleaner, last longer and cost less in any three months' use than any other. They are non-type-filling—a point your stenographer will appreciate. **"Tuxedo"** ribbons are well made and sound wearing—a real quality bargain.

Our Guarantee Protects You Because the Goods Back It

Dealers know that a genuine worth-while typewriter ribbon is the biggest kind of a recommendation to an office-appliance stock. **"World"** and **"Tuxedo"** lines on scores of shelves today are responsible for many a steady customer, because they stand back of the dealer's guarantee to the last thread.

"WORLD" and "TUXEDO"

CARBON PAPERS

are first-class in every necessary working point. Finish, strength, brilliancy, color and sharpness of impression—**combined**—give the limit of satisfaction. These ribbons are distinctive—copies taken with them stand out in the file from others, and advertise the efficiency of our lines by the clean-cut service they render.

DEALER'S IMPRINT
on all goods if desired

Write today for prices and samples

International Carbon Paper Company

206 Broadway New York — **22 Quincy Street Chicago**

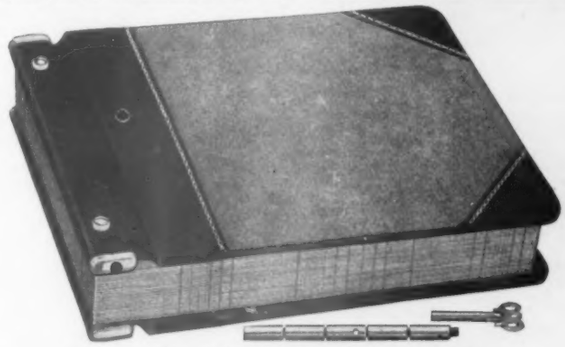
The P. & M. Loose Leaf Line and Metal Parts

A New Sectional Post Binder

THE SILVER CAP

The Latest Addition to the P. & M. Loose Leaf Line

The Perfect Lock for Non-Protruding Post Binders



Carried in all standard sizes in 5-16 & 3-8 Diameter Posts

Tubular Shell Top and Bottom

THIS BINDER marks a new era in the **Style, Construction and Price** of Sectional Post Binders: The **Lock** is new in principle and practice. It is fool-proof and is the most durable ever designed. Best of all, it locks positively on both posts without crowding the posts against the shell. It is absolutely impossible to move the cover a fraction of an inch on either post after binder is locked.

The Highly Polished Caps at ends of metal guarantee against wear. These are rounded and perfectly finished and will not mar the finest furniture. The covers are so made that no metal touches the desk.

Progressive dealers should write at once for price lists and general description of **The Silver Cap.**

VERY LIBERAL DISCOUNT TO DEALERS

THE PLEW & MOTTER CO., Center Avenue and West Monroe Street Chicago, Illinois

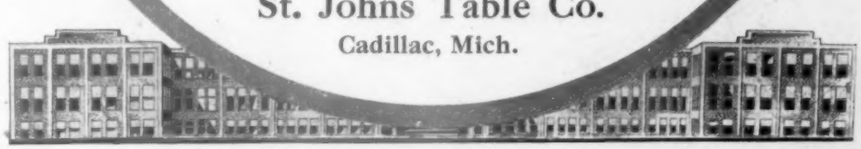
"That's just the line that I've been looking for."

He said it. They've said it!

And we'd like to bring a smile the same size to your own "countenance." Give us the address and we'll mail portraits of the 22 best office tables that our big factory makes.

St. Johns Tables, with half a chance, will show themselves mighty friendly money makers for men who sell office furnishings.

St. Johns Table Co.
Cadillac, Mich.



GRAND RAPIDS STOW-DAVIS MICHIGAN

No. 203 MATCHED OFFICE SUITES

IN OAK AND MAHOGANY

No. 1206AS

YOUR office should look attractive, be conveniently arranged and your office furniture must be both serviceable and economical.

Stow-Davis Matched Office Suites have a clean-cut style and harmony of design that attracts the eye. The goods themselves are their own best advertisement. They are right in quality and price. There is twenty-five years of sustained reputation for high quality and square dealing back of them.

A large variety of office tables, chairs, wardrobes, bookcases, costumers, umbrella racks, waste baskets, etc., to select from. Single pieces or complete suites may be had. Ask your dealer to show you a Stow-Davis Suite. Write us for catalog if he does not have it.

Stow-Davis Furniture Co.

70 Front Avenue Grand Rapids

No. 6 No. 53

ACME SURE-SHOT BINDER

AN instantaneous clutch for your papers at a slight pressure of your hand on a knob at the top of the machine—that is the service which the ACME offers your business office.

You couldn't clog the ACME if you tried, for a specially devised anti-clogging attachment throws off the bits of paper and metal as fast as the sheets are fastened. It holds 100 wire staples at a charge and will bind to one-quarter inch any kind of paper or fabric. The stoutest and simplest working stapler on the market today.

An Opportunity for Dealers to Cash In on a Demand That Is Constant.

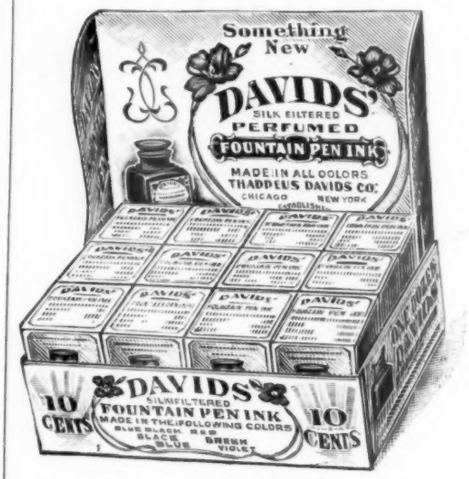
The ACME SURE-SHOT BINDER makes friends wherever once used. Lawyers prefer it for legal documents, and office men mention it in their re-order requisitions. That means a big demand and a sure-shot profit for the dealer that handles the line. Write for Booklet and Discount List.

ACME STAPLE CO., Ltd.
112 North 9th Street
Dept. O,
CAMDEN, N. J.

Canadian Representatives:
ERNEST J. SCOTT & CO.,
59 St. Peter St. Montreal, Can.

NEW DAVIDS COUNTER DISPLAY.

The accompanying cut shows a new counter display package put out by the Thaddeus Davids Company showing their two ounce square bottles of silk filtered fountain pen ink, carried under catalogue No. 54. This should prove an attractive display for any dealer and one which will



HANDSOME DAVIDS INK PACKAGE.

undoubtedly meet with favor in the field. These display packages carrying one dozen each are quoted at a list price of $15 per gross.

U. S. SELLS MOST TYPEWRITERS.

In the last fifteen years the United States has increased her exportation of typewriters eightfold, and is now the largest exporter in the world. The typewriters exported during April this year were worth more than $1,000,000, according to a report of the Bureau of Statistics. The total exportation in April, 1897, was $138,000.

American typewriters go to all parts of the world. The United Kingdom is the best customer. France buys $1,500,000 worth of American typewriters each year, and Germany almost as many. Russia spent $750,000 last year for American typewriters.

According to the figures of the Bureau of Statistics, the exports of other delicately adjusted machines is carried on in about the same proportions.

America's supremacy in the typewriter and computing machine world is indicated by the exports in the calendar year 1911. The exports were then more than $15,000,000, as compared with $2,065,000 from Germany, $421,000 from France and $131,000 from the United Kingdom, the last figure covering typewriters only.

REGINA HAS NEW JOURNAL.

Office Appliances is in receipt of the first number of The Saturday Mirror, of Regina, Saskatchewan, Canada, from the United Typewriter Company, of that city, agents for the Underwood typewriter and dealers in general typewriter supplies. It is a new venture in journalism in the thriving young city of the great Northwest, and both in typography and contents reflects brightly

GRADY'S CUSHION FEET

for all Standard Typewriters have by actual test proven to be the most effective, yet the most simple shock absorber ever devised. They come nearer making a typewriter noiseless than anything yet attempted.

Retail Price $1.00 per set

Trade Discount 65%
Express Prepaid.

Made of **PURE PARA RUBBER.**
Guaranteed for two years.

DEALERS--Send $5.00
for a sample order of 20 sets to be sent Express Prepaid to any point in the world.

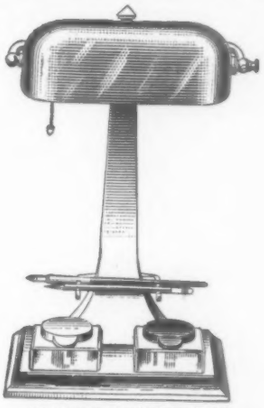
THEN

If you don't believe the "Grady" Cushion is the best in the world.
If you think you cannot sell them.
If for any reason you want your money back.
Ask for it and it will be refunded without a word—or send the cushions back C. O. D., for we want only enthusiasts selling Grady Cushions.

TYPEWRITER SUNDRIES CO.
33 West Lake Street, CHICAGO

THE
EMERALITE
DESK LAMP

WITH
Green Glass Shade
THE BEST LAMP FOR OFFICE OR HOME



"KIND TO THE EYES"
Does Not Tarnish or Collect Dust
Made in many patterns for any location.
Send for our Emeralite Booklet with prices.

H. G. McFaddin & Co.
44 Warren Street : New York

STYLE
"EUREKA"
BINDER
with NON-PROJECTING Posts, End Lock, Metal Hinge

Catalogue No. 4 shows the complete line of SECTIONAL POST BINDERS, with Center or End Locks; LEDGER TRANSFERS, with Metal Hinges; SOLID POST BINDERS, SHEET HOLDERS, CURRENT LEDGERS, with prices and trade discounts.

HENRY C. SHERICK
Manufacturer for the Trade Only
Established 1884
No. 301 Walnut St. Cincinnati, Ohio, U. S. A.

Interest—Time—Maturity
Holidays—Premiums

A Mechanical Device

It answers the most complex Interest and Insurance problems by the turn of a wheel.

"Accurate Mechanical Thinking Substituted for Inaccurate Brain Thinking."

A brain-saving device of highly specialized efficiency which eliminates all the involved processes now in use to compute interest.

¶ The Meilicke Calculator answers the most complex interest problems.

¶ It reduces the figuring of interest on savings accounts to the turn of a wheel.

¶ It will average the most complicated accounts in any business.

¶ It will give an absolutely correct answer to every routine problem of the cancellation and reinsurance departments of insurance companies.

Computes interest at any rate on any amount.

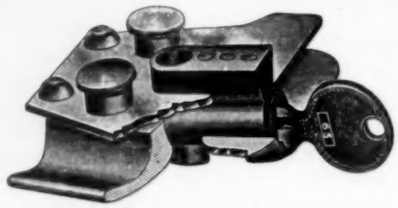
Reckons time between any two dates.

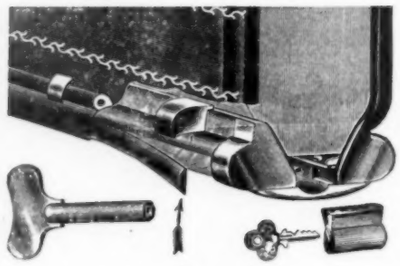
Detects whether maturity falls on Sunday, Saturday or Holiday.

All In One Operation
Send for descriptive literature and other Meilicke proofs.

Meilicke Calculator Company
Peoples Gas Bldg. CHICAGO

JONES IMPROVED ACCOUNTING DEVICES



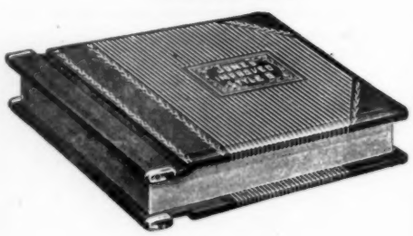


Our ***new mechanism lock.*** Simple construction with vertical bolt locking solidly in center of Current Metal Part.

Dealers selling our products are furnishing their customers the best that a complete factory and money can produce. Our high ideals of construction have never been questioned. Our platform is progressive and sound mechanically and artistically.

We invite comparison and searching investigation. There are sufficient users who want the best to keep our factory busy and increase our sales yearly, and who speak in high commendation of our goods.

Economy is not merely spending the least money; it is getting the most for your money, you can buy no better., Why? Because we are specialists long in the business.

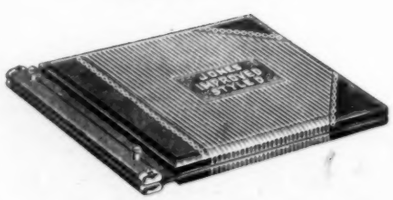


Our Proposition and Circular on Request

Jones Improved Loose Leaf Specialty Company

Cor. Lake Street and Albany Ave.

CHICAGO, ILL.



FILL IT
DON'T
KILL IT

Heyer's Composition Refiller Makes All Gelatin Duplicators Good as New.

Refill old pans in your own store with HEYER'S COMPOSITION. Works perfectly—costs little. Saves time—express—money and trouble. Satisfaction guaranteed or money refunded. Sold in 2½—5—10 pound cans. Full instructions easily followed. If not at your dealer's, sent direct on receipt of price. 50c a pound.

If It's Heyer's It's Good!

Send today for Hektograph facts and make money on duplicators.

HEYER DUPLICATOR CO.
116 N. La Salle St. Chicag

the progress of city and province in the direction of successful commercial effort and a highly civilized social life. Regina is still a youth in the great family of North American cities, but her youth is virile and aggressive. The remarkable record of the United Typewriter Company with the Underwood had already prepared us to expect great things from Saskatchewan, but the Mirror, in its up-to-date appearance and interesting reading matter, is still a revelation of the great things doing in a section which only a few years ago was scarcely possessed by the armies of modern business.

CHRISTMAS LINE OF INKWELLS.

Just the thing for a unique and serviceable Christmas gift is one of the holiday line of inkwells put out by the General Supply Company of Danielson, Conn. This line is based on the company's regular standard inkwell—protected by a number of patents for exclusive devices and attachments—but this device is handsomely covered with a lattice work of silver, brass or copper, making an exceedingly beautiful as well as useful Christmas present. Sales already have been large on this novelty, and as the process of manufacture is slow prospective buyers are advised that speed is advisable in placing their orders. An indication of the demand is seen in the fact that one stationer recently ordered 80 at a time, while another took 20 double sets, all in silver.

A THANKSGIVING GREETING FROM QUINCY.

V. G. Musselman of Quincy, Ill., has favored Office Appliances with a unique postcard greeting in honor of the just passed Thanksgiving season. In the upper left hand corner are the initials, "G. C. B. C.," standing for Gem City Business College, whose success has been Mr. Musselman's noteworthy achievement in the field of modern commercial education. In the center is a circular picture of a turkey and a typically enthusiastic negro of the "uncle" variety. Each regards the other with a certain benign satisfaction, and Uncle Ephraim—we are sure his name is Ephraim—remarks, in fine business college script, by the way, "I luv mah chickin, but Oh, you turkey gobbler!" The rest of the design—all superbly done in scroll penmanship—sends "Thanksgiving Greetings" for 1912.

FILES BANKRUPTCY PETITION.

The Fireproof Steel Furniture Company, manufacturers of cabinet safes, formerly at 372 Broadway, New York City, has filed a bankruptcy petition by Frank C. Gruen, treasurer, with liabilities of $22,970 and assets of $17,958. The largest creditor is A. J. Ellis, Inc., of Guttenberg, N. J., whose claims total $17,805.

Some people are so busy turning over new leaves that they never take time to complete the old ones.

TRINER POSTAL SCALES

are scientifically perfect. They always register accurately, regardless of where article is placed on platform.

Triner scales are constructed of the best cold rolled steel. No castings to break. Attractive finish and designs. Write for dealers' terms.

TRINER SCALE & MFG. CO.
1155-57-59 W. 21st. Chicago, Ill.

ANCHOR LOOSE LEAF MFG. CO.

CINCINNATI, O., U. S. A.

BINDERS, HOLDERS or METAL PARTS only

Sectional and Solid Post, Center and End Lock; Ledger Transfers, with Metal Hinges; Current Ledgers, Steel Back; Ring Book; Prong; Price Book; Aluminum and Canvas Bound Holders.

All our Devices are interchangeable with goods of Other Manufacturers.

COMMONWEALTH HOTEL

(Incorporated)

Opp. State House, BOSTON, MASS.

Offers rooms with hot and cold water for $1.00 and up, which includes free use of shower baths.

Nothing to Equal This in New England

Rooms with private baths for $1.50 per day up; suites of two rooms and baths for $4.00 per day and up.
Dining room and Cafe First-class, European Plan.

Absolutely Fireproof

Stone floors nothing wood but the doors.
Equipped with its own Sanitary Vacuum Cleaning Plant.
Strictly a Temperance Hotel.

SEND FOR BOOKLET

STORER F. CRAFTS, General Manager

Cutler

ADJUSTABLE FILE DESKS

Any Fundamental Type of Scientific Commercial Filing within the Pedestal Space of Any Desk

Business men, lawyers, doctors, all professional, railroad and insurance men may select the ideal equipment for their own individual needs.

30 desks in 4 different grades and patterns to choose from.

40 different combinations of filing in each desk. 1 desk and 2 file sections will demonstrate perfectly.

Think of the Saving!

In COST. A desk with adjustable files at ½ less than desk and separate files, top and base. All adjustable files cheap and priced alike in quartered oak or mahogany.

In CAPACITY. Vertical or systematic storage will take 3 times the contents of ordinary desk drawers.

In CONVENIENCE. The user's hand goes instantly to the papers wanted and finds them in compartment under proper index.

All Files Interchangeable
Cheap
Priced Alike
Oak or Mahogany

INTER-INTER

Lioensed by the Macey Co., under Tobey Patent, June, 1907.

Write for new catalog and agency plan.

CUTLER DESK CO.

BUFFALO, N. Y., U. S. A.

Established 1824

Reynolds Envelope Sealer

The most simple, reliable and durable Sealer ever put on the market

Price: Hand Machine (6,000 per hour).....$35.00
Electric Machine (12,000 per hour) ..125.00

Hand Machine, capacity 6,000 per hour. Pat. U. S. 1910, Foreign patents allowed & pending

"We consider the Reynolds the best machine on the market. It paid for itself the first month we had it."
Pittsburgh Gage & Supply Co., Pittsburg, Pa.

"It is fool proof and can be run by anybody who knows enough to manipulate a clothes wringer. Our one regret is that we did not know about it sooner."
Anti-Saloon League of Maryland, Baltimore.

"It is giving entire satisfaction. It is one of the best investments in our office."
Wm. H. Wise Publishing Co., Chicago.

Send for literature and trial proposition.

DEALERS: Some exclusive territory still open for a live dealer who is a salesman as well.

H. J. REYNOLDS & CO., 157 N. State Street, Chicago, Ill.

JAPAN FOLIO
MANIFOLD COPYING PAPER

Made from pure Mitschfibre
Will not deteriorate with age

Don't you want a Manifolding Paper that isn't limpsy?

Wouldn't you incline toward a Manifolding Paper that is stiff enough to stand up in a vertical file?

Can't you see how this very feature insures convenience in handling the paper?

The sheets, placed together, stay even, edge to edge.

So it is a handy paper to handle.

You can pull it or push it to place.

It's the strongest Manifolding Paper known.

At the same time, it is very light weight.

More copies are possible with it.

Better copies are assured you.

The surface, treated by our chemical method, takes a carbon copy that is proof against rubbing off.

Also it eliminates blurring and smutting.

The time alone saved in using this **JAPAN FOLIO MANIFOLD PAPER** is an item.

The perfect alignment of sheet to sheet is worth considering.

The sharp carbon copy it makes ought to interest you.

If you want a Manifolding Paper that doesn't tear, that does'nt double up against itself, that doesn't shift out of true—you want this **JAPAN FOLIO MANIFOLD PAPER.**

Others claim that they can make as good a Manifolding Paper.

Perhaps they can.

Why don't they?

DETROIT SULPHITE PULP & PAPER CO.

Makers of Papers of Strength
Detroit - - Mich.

Look for the label on the package
Pure Mitschfibre.

The Chair YOU Are Looking for—

If not this, some other design in our widely varied line of substantial construction, solid comfort and exquisite harmony of design and finish.

You will find our dealers' proposition an attractive one, covering, as it does, every line, including a fine display of typewriter chairs.

No. 1900—6W

"The Chair That Feels as Good as It Looks"

Our Catalog Tells The Whole Story Write for it To-day

S. K. PIERCE & SON

Station "A" **Gardner, Mass., U. S. A.**

New York Warehouse—273-281 State St., Brooklyn
Boston Office—96-102 Cross Street

STATIONERY NEWS

(By Special Correspondence.)

Baltimore, Md.

L. A. Pfeiffer has recently accepted a position as salesman for the C. C. Giese Company, and his work is showing great promise. Mr. Giese reports business very good, adding that he has had the best month since embarking in business for himself—an event which took place last April.

Baltimore, Md.

The Stationers' Association of Baltimore enjoyed another of its pleasant and profitable social meetings this month. Reports showed an increasing membership and a deepening enthusiasm. Meetings are held monthly, on the third Tuesday, at a downtown hotel. Lunch is served in a private dining room, after which a general discussion is held of current stationers' problems. There are now twenty-one members, and seldom more than one or two absentees at any meeting.

Boston, Mass.

H. A. Nealley, Boston manager for the Joseph Dixon Crucible Company, has been elected secretary of the Bridge & Building Supply Men's Association, whose twenty-second annual convention was held this month in Baltimore.

Buffalo, N. Y.

The Standard Ink Company has been incorporated for $20,000, with E. Earle Root, Carrie M. Root and Henry H. Betcher as incorporators. From Buffalo the company expanded into the entire New York state and Pennsylvania territory, and a few months ago Mr. Root opened a New York office. He still holds the major portion of stock, and will continue to maintain the business on its present high grade basis.

Cleveland, Ohio.

Announcement was made this month of the sale of Burrows Brothers Company, stationers and booksellers, to a new concern headed by John J. Wood, for seven years connected with the Korner & Wood Company of this city. Charles W. and H. B. Burrows, who have owned a controlling interest in the company, have, it is said, sold their holdings to the new house, in which J. A. Robinson, former treasurer of the W. Bingham Company of Cleveland, is another prominent figure. Charles W. Burrows retires from business at 63 for a well deserved rest.

Decoto, Cal.

H. S. Crocker, well known in the trade, plans to start a lead pencil factory here. A warehouse will be remodeled for the main building and a lease of six acres of ground has been secured in the Decoto townsite tract. E. L. Aschhein of New York City is said also to be interested in the project.

Falconer, N. Y.

Since the death of W. J. Getty, Pacific coast representative for the American manufacturing concern of this city, this representation has been placed in the hands of Bert M. Morris, 507 W. P. Jeffries Building, Los Angeles. Mr. Morris will represent the company's lines of stationers' rulers, plain and brass end yard sticks, striped file boards, toy mahogany colored tool chests, oak and steel household tool chests and toy building blocks. His territory will extend from Denver to the coast, exclusive of greater San Francisco. Mr. Morris is already well known to the trade as representative of the Frank A. Weeks Manufacturing Company and Binney & Smith Company, both of New York.

Lakewood, N. J.

Harry Fried has sold his stationery business here to M. Eisenberg of Englewood, N. J., an experienced stationer. The business was established many years ago by A. P. Conklin and has always enjoyed a substantial custom.

New York City, N. Y.

Nelson & Company, 220 North Twenty-first street, announce that Robert H. Pogue, formerly with Dewberry & Montgomery Stationery Company, will hereafter be associated with their business as agent for Eugene Dietzgen Company, general office supplies.

* * *

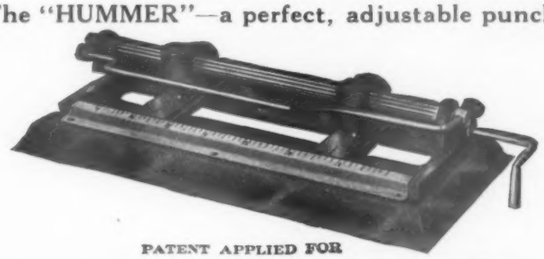
Hampden Hoge, widely known in the trade, but for the last year a resident of Virginia, where he has recovered his health, expects to spend the winter in New York, arriving about mid-December.

* * *

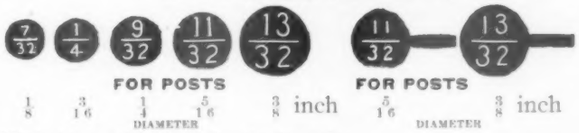
Joe Petri, a popular leader in the Stationers' Bowling League of this city, has decided to form a team of his own and has selected Miss Jennie L. Dietz of Brooklyn for life captain. The marriage took place November 27, and congratulations have been plentiful.

NEW TATUM PUNCHES

The "HUMMER"—a perfect, adjustable punch



PATENT APPLIED FOR



High in quality, moderate in price.
Adjustable to any distance between centres to 7½ inches.
Unusually strong and easy to operate.
Punches either round or slotted holes.
Can be fitted with extra heads for additional holes.

The "MARVEL"—a real office punch

PATENT APPLIED FOR

Remarkably simple in construction.
Truly a marvel in operation.
For punching round holes, fixed centres.
Most effective paper punch made.
Distances between centres 2¾ and 4¼ inches.

Ask for catalogues and descriptive circular telling more about these new punches as well as many other items of equal interest.

THE RESULT OF 53 YEARS OF KNOWING HOW.—MAKE US PROVE IT.

THE SAM'L C. TATUM COMPANY

Main Office and Factory:
CINCINNATI, OHIO

New York Office:
180 FULTON STREET

MAKERS OF "THE LINE OF TRUE MERIT"

SXL 2260 Y.

"January Exhibit"

OFFICE DESKS

Fifth Floor
Manufacturers' Bldg.

Grand Rapids
Michigan

J. H. Smith
in charge

LEOPOLD DESK CO., Burlington, Iowa

OLD HAMPSHIRE BOND

"Look for the water-mark"

A sheet of paper which introduced a new element into business correspondence; a factor which the most progressive business men take into account.

It gives to the letter that subtle touch of agreeableness not adequately described as "quality;" an impression, without a recollection of detail, akin to that made upon one by the well-dressed man or woman. Business letters on Old Hampshire Bond have an atmosphere of refinement not attained by ordinary papers. Old Hampshire Bond is not made for esthetics: it is sold to hard-headed business men, on the assumption that it is profitable to make your customers and prospective customers think well of your goods.

Samples upon request

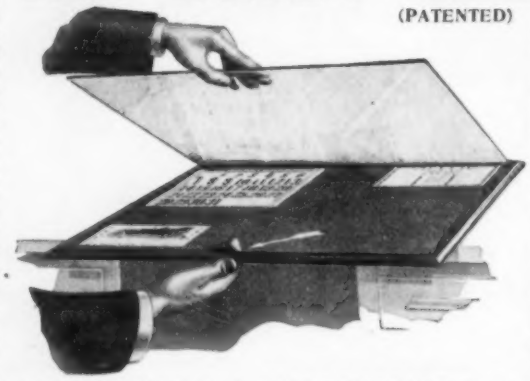
HAMPSHIRE PAPER CO.

We are the only paper makers in the world making Bond Paper exclusively.

SOUTH HADLEY FALLS, MASS.

THE ROSCO GLASS DESK PAD

(PATENTED)



As necessary as a desk. A glass plate that can be lifted as easily as your hat. An ornament and a utility combined. Sanitary and economical.

The **ROSCO GLASS DESK PAD** consists of a glass plate fitted into a flanged frame. A hole in the bottom of the pad permits the insertion of a finger to lift glass, and there is **NO SUCTION or DISTURBANCE of Papers when glass is lifted or lowered.** The flanges protect edges of glass from contact and are bound in the heaviest and finest quality of leatherette, in finishes that beautifully match light oak, golden oak, weathered oak and mahogany desks.

Its originality attracts attention everywhere.

Desk Dealers and Stationers will find this a profit maker.

Write for complete descriptive matter and prices now.

Ravenswood Office Specialties Company
1471 Irving Park Blvd., Chicago, Ill.

Wolf Landsberg, the venerable father of A. S. Lewis, Joseph and Alexander Landsberg, all well known commercial and manufacturing stationers here, died early this month in the Holy Land, whither as a devout Zionist he had gone some years ago in connection with the widespread movement for a repossession of Palestine by its native race.

* * *

Charles W. McDermott is now looking after the advertising and catalogue work of the Tower Manufacturing & Novelty Company, whose new catalogue, soon to be issued, promises to be a record-breaker.

* * *

George M. La Monte, president of George La Monte & Son, manufacturers of National Safety paper, at 35 Nassau street, has been appointed by Governor Wilson as Commissioner of Banking and Insurance for the state of New Jersey.

Peekskill, N. Y.

A certificate of incorporation of the Greenfest Newspaper & Stationery Company has been filed at Albany from this city. The capital stock is $5,000 and the directors: David Greenfest, Peekskill; Max Levine, Brooklyn; Samuel Levine, New York City.

Philadelphia, Pa.

The rush of business across the counters of the Alvah Bushnell Company, paperoid manufacturers at Tenth and Market streets, has been so great that they have had to forego their announced intention of erecting and occupying their own building this fall. With no indication of let-up in the demand, it now appears that it will be fully a year before the working building can be begun. In the meantime, the present factory arrangements have been considerably altered, in order to give each department more room.

San Francisco, Cal.

Edward Crandall, who was with Cunningham, Curtis & Welch for twenty years, is now connected with the Schwabacher-Frey Stationery Company, and at the first of the year will assume the management of their stationery department to succeed J. L. Upham.

* * *

The Schwabacher-Frey Stationery Company has opened a new warehouse on First street, between Howard and Folsom, which will be devoted exclusively to stationery.

* * *

H. E. Decker, representing the Tower Manufacturing & Novelty Company, has just completed a trip in the northwest, and is now making his headquarters in San Francisco.

* * *

Charles E. Wehn, traveler for the San Francisco office of the Joseph Dixon Crucible Company, has returned from a trip through his southern territory, and reports extremely prosperous conditions in the trade along his route.

* * *

T. W. McElroy, who has been traveling in the southern part of the state for Cunningham, Curtis & Welch for some time, has been appointed assistant manager to succeed Edward Crandall.

* * *

Charles F. Branscheld, after a long service with Cunningham, Curtis & Welch, has purchased a business in Berkeley, and upon his departure, William Frey, Jr., has been given charge of the window dressing.

* * *

The department heads of the H. S. Crocker Company enjoyed a banquet a few evenings ago at Solari's, given by Charles Crocker.

* * *

The Home Novelty Company has been incorporated in Santa Ana, Cal., with a capital stock of $200,000, to engage in the manufacture of a patent pencil vending machine, the invention of E. W. Flint of Pasadena, Cal., who, besides Z. B. West and L. J. Garden, is a director of the company.

* * *

The Realty Stationery & Listing Card Company has been incorporated in Los Angeles with a capital stock of $10,000 by R. M. Gale, H. B. Trigg, Ethel P. Gale and G. R. Dexter.

* * *

Frank Drapeau, formerly of Vallejo, Cal., has removed to San Francisco, where he will engage in the stationery and candy business.

* * *

George Wilson has sold his stationery business at Oxnard, Cal., to I. G. Furman.

* * *

J. R. and S. N. Wood have taken over the stationery business of E. B. Wood at Colton, Cal.

* * *

W. Gierisch, a Sixteenth street stationer, San Francisco, has sold his interest in the business to J. T. Foster.

* * *

C. B. Radston, who operates a stationery store on Shattuck avenue, Berkeley, is opening a store in the Monadnock building, San Francisco.

INK

ACTUAL SIZE—MADE IN ALL COLORS

SIMPLEX INK TABLETS

A PROVEN SUCCESS

THE CONVENIENCE

There is no need of keeping your supply of ink in quart bottles with the liability of their being dropped or overturned, resulting in a muss and probable loss of other supplies.

SIMPLEX INK TABLETS **go direct to the ink-well.** They are clean, compact and remain in tablet form 'till someone wants a fresh supply of ink: then a tablet to each ounce of ordinary drinking water will make a perfect chemical writing fluid. The chances for a muss and loss from spillage or breakage are very remote.

THE QUALITY

of SIMPLEX INK is the finest. The color substances used, are the best that can be supplied by reputable manufacturers and being finally treated in our own laboratory, we know positively that all ink made the SIMPLEX WAY is fresh, reliable and certain to meet your requirements by giving more than ordinary service and satisfaction.

THE COLORS

of SIMPLEX INKS—Blue-Black and Red are absolutely permanent even when exposed continuously to direct sunlight. The other colors—Blue, Green and Violet are positively permanent in books and files and give more than ordinary resistance to direct light.

Made in Blue-Black, Red, Green, Violet and Blue.

THE PERFECT FLOW

of SIMPLEX INKS causes favorable comment among users. There is no collection of gum or corrosion on your pen to impair the elasticity and blunt the point **Just right for fountain pens.**

THE COMPACTNESS

of SIMPLEX INK TABLETS goes without argument. Imagine having in your vest pocket enough tablets to make one quart of fluid ink; in your coat pocket enough for twelve quarts; in a small hand bag enough for fifty gallons.

THE ECONOMY

in using SIMPLEX INK TABLETS is beyond question.

The price is less, but quality is not sacrificed, as our cost of production and distribution is less. With SIMPLEX INK TABLETS you do not have to pay for the big glass bottles, shipping cases and the transportation of much water and but little ink substance. Always delivered prepaid to your desk.

To branch offices, you can mail the quart size for a penny—the dozen for 8c—the 6 gallons for 14c, making convenient and economical distribution. Ship any time, they do not freeze.

SIMPLEX INK TABLETS contain all the essentials for making a high-grade ink except the water. It is actual economy for you to furnish water from your own supply.

SIMPLEX INK TABLETS (Fountain Pen Size) are the first to be really successful for Fountain Pens.

ATTENTION STATIONERS!

You have just read what we are telling consumers of ink, through business magazines (see October "System," "Business" and "Modern Methods").

We are swamped with inquiries and trial orders. The majority will become permanent customers.

We don't care for a mail order business. We prefer to distribute SIMPLEX INK TABLETS through the regular office supply dealers.

Orders are now being filled direct. When you obtain a supply, they will be referred to you.

Don't delay!! Write Today.

THE INTERSTATE DRUG CO., Cleveland, Ohio

Sell to the Trade Only

We carry in stock a large assortment of all makes of typewriters, and do not draw stock for retail purposes; therefore enabling dealers to secure good stock at right prices.

If you have not our latest price list, let us hear from you immediately.

We can interest you.

B. D. Underwood Typewriter Exchange

170 W. Randolph Street, CHICAGO, ILL.

Instantaneous Accuracy In Making Copies

The World's Greatest Copyist

The magical accomplishment of rapid facsimile duplication sought by business men for years, is now a reality—in a practical, mechanical and successful way—by using the

THE PLATE FOR THIS ADVERTISEMENT MADE FROM AN ACTUAL RECTIGRAPH COPY

Rectigraph

The Only Automatic Photographic Copying Machine

PROTECTED BY BEIDLER PATENTS

With it mistakes are impossible. Immediate, permanent and direct copies of any flat subject, from any color, are easily made upon specially sensitized paper. No dark room, plates, or film. Your office boy can operate it. Mechanically focused and adjusted to reproduce any copy to definite scale.

The Rectigraph protects you against loss of original copy by fire, theft, or carelessness and eliminates all error in copying.

Do not confound the Rectigraph with the meritorious Multigraph and other machines of that type—they are not made for the same purposes.

The Rectigraph has been used for years by insurance companies for copying medical examinations and applications, and by title companies for transcribing records, etc. The U. S. Government has used Rectigraphs for four years. Many business houses have also been quick to recognize the immense saving of time and elimination of error resulting from the Rectigraph.

New models specially designed for commercial and engineering uses are now offered at reasonable prices. For copying reports, trial balances, statements, letters, plans, blue prints, specifications, vouchers, cost sheets, legal papers, drawings, or any flat subject, these new models of the Rectigraph interest every progressive business house.

Send For Our Book—Use This Coupon

Tells all about this new photographic and mechanical wonder; how it is accomplishing efficiency and economy for others in your line; how it can save money for you. You can't get a Rectigraph unless you really need it in your business.

The Rectigraph Co., Rochester, N. Y.

KANSAS CITY SPOKANE NEW YORK

Tear off along this line.

O.A. Dec. 12

Please tell me more about the Rectigraph. I have to make copies of .....

Name.....

Address.....

PROUDFITS

for every loose leaf purpose

Proudfit Blue Print or Catalog Binder Style P. B.

Binds without hinging your photos or prints.

The cuts speak for themselves. Let us send you a sample.

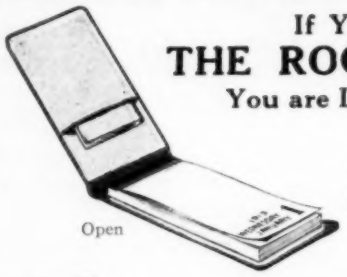
Write for complete Catalog No. 22.

THE Proudfit LOOSE LEAF Co.

GRAND RAPIDS, MICH., U. S. A.

BRANCHES IN ALL LARGE CITIES

ONE NEW YORK STATIONER SOLD 350 IN TWO WEEKS



Open

If You Have Not Stocked

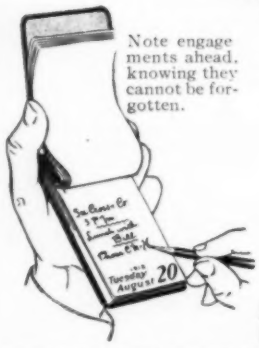
THE ROCKWELL REMINDER

You are Losing Much Good Business

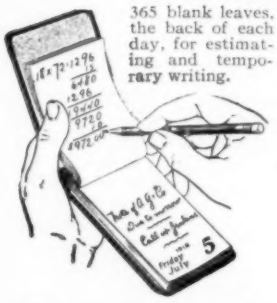
A Vest Pocket Daily Leaf Calendar with 12 monthly pads, bond paper, a fine leather cover and metal holder to carry 2 months at a time. A 36 page memo book for permanent data. 365 blank pages for estimating, etc. A commutation ticket and card case.

SOLVES THE PROBLEM OF NEVER FORGETTING ENGAGEMENTS

Closed



Note engagements ahead, knowing they cannot be forgotten.



365 blank leaves, the back of each day, for estimating and temporary writing.

When yesterday's leaf is torn off, today's duties are shown

Every buyer will send **many others.** Experience proves this. **Every buyer** will **come back** next year for another.

THEY NEVER BECOME LEAD STOCK. We can easily show you how this is accomplished. Issued quarterly: January, April, July, October. Each issue runs 12 months.

FINE BLACK LEATHER. Retails 50c or 75c, Costs $3.60 per doz., gross lots
GENUINE SEAL or PIGSKIN. Retails $1 or $1.50, Costs $8 per doz.

An attractive window card with each gross. **SEND US YOUR ORDER TODAY FOR IMMEDIATE SHIPMENT.** Terms, Net 30 days, 3 per cent discount for cash with order.

ROCKWELL PRINTING CO., 1000 Clinton St., Hoboken, N. J.

The Daily Leaf Calendar Specialists. **As an advertising specialty this is without an equal.**

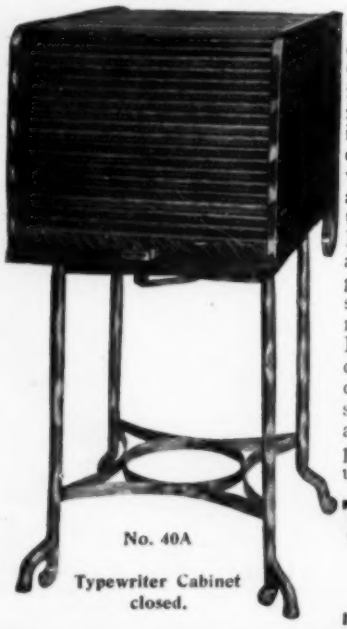
By Force of Merit

The biggest, finest tribute to any product is a spontaneous popular demand for it as it is created by the latest design in

Typewriter Cabinet

Made by
THE CELINA SPECIALTY CO.
CELINA, OHIO

No. 41



No. 40A

Typewriter Cabinet closed.

The superior quality of the Celina Cabinet over similar products is obvious to everybody who has seen and tested this table. Its appearance is elegant, its construction most solid. It can be fitted with a moving device (see No. 40 A), so it can be moved easily with one hand. Last, but not least, drawers can be attached, two or four either on one or both sides. All these facts give the Celina Cabinet not only all advantages of the largest and most expensive desks but places it **above** competition. Catalog gives full particulars. Don't lose any time; write for it now.

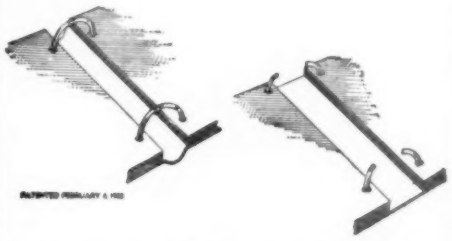
THE CELINA SPECIALTY CO.

CELINA, OHIO

New York and Foreign Department:
17 Battery Place, **FREDERICK J. WERNER & CO.**

The Adams College Book Rings

The Adams College Book Ring is a Universal ring for perforated binders and papers. This ring is easily operated and allows the sheets to lie perfectly flat. The most satisfactory ring ever invented. Beware of imitations.



Our goods are handled by leading stationers. If you do not carry them, write us at once for catalog.

Order through your jobber.

HENRY T. ADAMS

6823 So. Chicago Ave., CHICAGO, ILL.

LOOSE LEAF NEWS

(By Special Correspondence.)

Birmingham, England.

Morland & Impey, who are handling the lines of the Kalamazoo Loose Leaf Binder Company, Kalamazoo, Mich., are building a new factory at Northfield in this city, which will be ready for occupation next February. The demand for Kalamazoo loose leaf ledgers is especially large. F. Paul Impey, managing director of the company, has been paying a visit to the Kalamazoo factory.

Boston, Mass.

E. W. Pond, representing the J. G. Shaw Blank Book Company, of New York, City, was a trade visitor about the middle of November.

* * *

F. L. Gibbs, representing the Irving-Pitt Company, of Kansas City, called on the local trade November 11, and reported business excellent. Mr. Gibbs has succeeded I. P. Denison in this territory, and was among the October prize winners among the salesmen for his company, showing the greatest increase in volume of business for that month.

Cambridge, Mass.

The American Business Supplies Company, 224 Albany street, are marketing a useful loose leaf book for stenographers, called the Zenith. The leaves lie perfectly flat and cannot flop back, and there are no bulging or curving pages. No copyholder is required and the book stands upright on its own covers.

Chicago, Ill.

Frank A. Towne of the National Blank Book Company and James T. Lacey of the J. G. Shaw Blank Book Company were early November visitors to the trade.

Fresno, Cal.

The Gearhart Flat Leaf Book Company of this city has been incorporated with $100,000 capital to exploit a new patent. The incorporators are John W. and James W. Gearhart, William J. Cleary, L. B. Hayhurst and J. B. Johnson.

Kalamazoo, Mich.

Oscar Allyn, sales manager of the Kalamazoo Loose Leaf Binder Company, recently returned from a trip which included practically the entire Southwest and Northwest. He visited the company's dealer agencies in this territory. Many new agencies have been established in the last year, and Mr. Allyn found them flourishing prosperously. Business in general was extremely good and the Kalamazoo line, in particular, was found to be in wide demand. Mr. Allyn was in San Francisco at the time work was started on the first building for the Panama Exposition. It was a gala day, for no one knows better how to celebrate a great occasion than the citizens of the Golden Gate. There was a great procession in which the city officials were prominent, and in which bands and flags and decorations galore were in evidence. One of its most interesting features was a long line of teams drawing immense loads of materials of all kinds for use in building the Exposition.

Holyoke, Mass.

The National Blank Book Company is putting out a useful manifold letter book with which many dealers are stocking their shelves. The letter sheet tears out of the book, leaving the copy on a solidly bound colored sheet. The books are renewable and each is supplied with a fine quality of carbon paper.

New York City, N. Y.

The Sam'l C. Tatum Company has a new man on the street in New York, D. W. Schulkind. He has been in their office as assistant to the manager for some time, and has now taken an outside position. He is an ambitious, hard working chap and will undoubtedly mean increased business for the Tatum New York office, as he is determined to bring home the bacon.

* * *

S. E. Hilles, president of The Sam'l C. Tatum Company, Cincinnati, Ohio, spent several days at its New York office early in November. While east he figured on several important contracts at Washington, D. C.

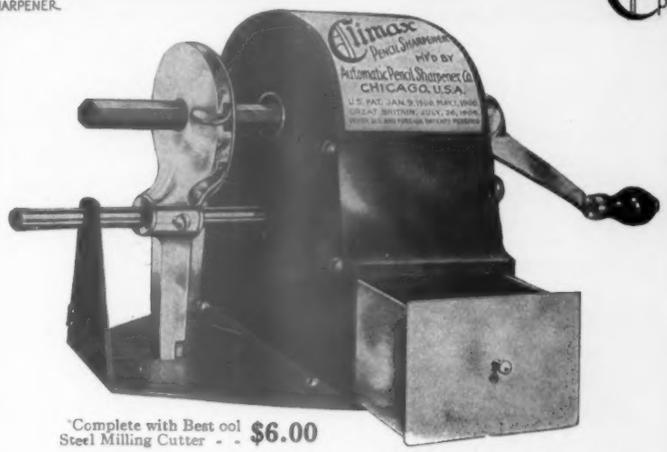
* * *

Charles E. Sheppard, the well known loose leaf manufacturer, is mourning the death of his mother, which occurred early in the month in Chicago, where she was visiting relatives.

* * *

New York City was a mecca for loose leaf book manufacturers the middle week of this month, an important conference being held here to consider standardization and several other pressing trade problems. The sessions were executive, and it is predicted a number of important decisions will be progressively made public as fast as the plans there developed shall be put into effect.

Climax Pencil Sharpener — Climax Pencil Sharpener



Complete with Best Tool Steel Milling Cutter - - **$6.00**

Climax is a dividend payer each moment of service. Saves 50% of your pencil bill and substantially increases the **efficiency** of your **pencil users. Investigate.** A pencil sharpener is either an investment or a fixed expense. **What is yours?** Let your dealer show you how **Climax** will save you money.

Dealers and consumers, write for catalog of the APSCO line. We will interest you.

AUTOMATIC PENCIL SHARPENER COMPANY

Best Known—THE APSCO LINE—Best Made

28 East Randolph St., - CHICAGO

Climax Pencil Sharpener — Climax Pencil Sharpener

A *Good* Desk Is a Magnet for Every Kind of Sale: *Ours* Are Built to Deserve Your Preference

Moon, No. 414½
66x36x43, light golden oak finish, panels, writing bed, extension slides and drawer fronts, 5-ply, built-up, veneered, private compartment, card index drawer.

"MOON" on a desk defines its quality as the best that exacting standards can assure, and guarantees you the satisfaction that comes from furnishing your trade an article which brings the re-order without fail. That is why MOON desks are sales magnets to the dealer; the customer who is satisfied with a MOON, has confidence in the stock of which it is a part.

"The Desk That Makes Good"

It is this solid demand already existing for the MOON line that gives you a splendid chance to cash in right now on the big Winter market in your city—and that with a product that will increase your prestige as well as profits.

We are making this straight-away appeal to dealers because we have first taken the last precaution to make the MOON line back up every word we say for it. Every drawer, joint and corner represents a standard reached and held And the price is reasonable.

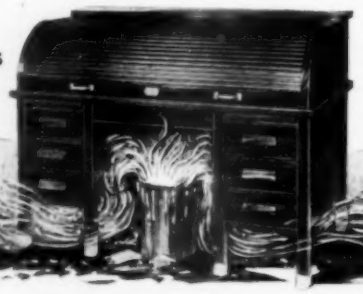
Our 1912 Catalogue will interest you.

MOON DESK COMPANY, MUSKEGON, MICH.

Fire in the waste-basket gaining headway. Valuable documents inside the desk. No panic; not even a momentary fear on the part of the desk holder!

The Desk is a U. S. Steel Roll Top—absolutely and incontestably fireproof. Even the excessive heat cannot penetrate to the detriment of the papers.

U. S. Steel Desks and Tables are absolutely Fireproof.

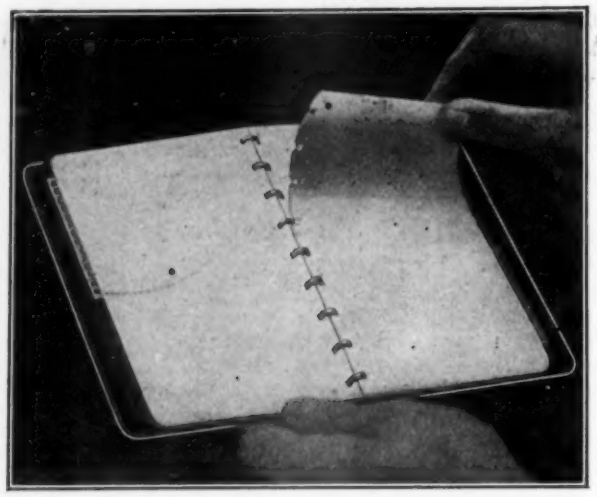


U. S. Steel Furniture Co. 432 S. West St. Syracuse, N. Y.

THE SOLID RING MEMO BOOK

"SOLID RINGS THAT DO NOT WEAR
SLOTTED SHEETS THAT DO NOT TEAR"

A REVOLUTIONARY IMPROVEMENT



SHEETS GUARANTEED NOT TO TEAR OUT—eliminating an inherent defect of all ring books. Slotted holes have spring points that grip the rings. No opening or closing of rings. Rings are smooth and continuous. Entire metal part in one piece. No moving parts. Nothing to get out of order. **Greatest improvement ever made in ring books.**

BOORUM & PEASE LOOSE LEAF BOOK CO.

109-111 Leonard Street
NEW YORK

4000 Laclede Avenue
ST. LOUIS, MO.

FURNITURE NEWS

(By Special Correspondence.)

Chicago, Ill.

Plans for the new furniture terminal warehouse were consummated at a largely attended meeting of stockholders of the Chicago Furniture Forwarding Company this month at the Wellington Hotel. Fifteen who were present guaranteed enough money to proceed with the work, although eventually it is expected all the members of the Furniture Manufacturers' Association will become stockholders. A 20-year lease has been taken on a site, 408 x 120 feet, on West Fifteenth Street, between Morgan and Center Streets, within easy teaming distance of the "loop." The building will be six stories and basement, 300 x120 feet, and will be equipped with every modern appliance and aid to rapid work.

* * *

Adolph Karpen spent the first week of November in New York City, attending the Business Show before returning.

* * *

From all indications the new Central Furniture Market Building at 1414 Wabash Avenue will be completed in ample time for the January season. Manager G. E. Dewey of the Nelson Furniture Company announces that already nearly all of the available space is taken. Jacob and Josef Kohn will occupy the ground floor, the Kiel Furniture Company the second floor and Peter Powers the third.

* * *

H. C. Will, floor salesman for the A. J. Johnson & Sons Furniture Company, was married October 31 to Miss Gertrude Parr Chase of Buffalo in that city. After an Eastern honeymoon the couple returned to Chicago, to be at home at 537 South Lawndale Avenue.

* * *

E. B. Callahan, formerly with the John A. Dunn Company, is a new Murphy Chair salesman.

Cincinnati, Ohio.

J. F. Dietz of J. F. Dietz & Company left this month on an extended trip to South America, from which he is not expected to return before the holidays. He is looking after the company's export business in the Southern Hemisphere, and will land at Buenos Aires. Mrs. Dietz accompanies him.

Evansville, Ind.

Plans are now complete for the early removal of the Henderson Desk Company of Henderson, Ky., to this city. It will occupy the plant of the old New York Dimension Mill, Devon and Florida Streets, which will be considerably enlarged and modified for its reception.

Grand Rapids, Mich.

Recently the Michigan Chair Company of this city surprised its 375 employes by allowing them ten hours' pay for nine hours' work, at the same time announcing that this plan would remain in operation hereafter. This voluntary action aroused much enthusiasm among the men, who chose a committee to frame a letter of appreciation.

Jamestown, N. Y.

It is reported that control of the Art Metal Construction Company, of which George D. Barnard of St. Louis has been president for several years, has been purchased by a New York syndicate, headed by Clayton E. Bailey of Jamestown.

Rochester, N. Y.

Edward S. Babcox, advertising manager of the Yawman & Erbe Manufacturing Company and chairman of the educational committee of the Rochester Ad Club, outlined some elaborate plans for the work of this organization at its weekly luncheon November 7. The principal innovation is that of divisional meetings, to be held during the coming winter and spring, of which practical shop talks on mutual problems are to be a feature. The first of these, held November 22, was addressed by a number of experts in design, the subject being "Art in Advertising." A feature of the plan is the free discussion encouraged. A spirit of enthusiastic co-operation, already manifested, assures the success of the undertaking.

* * *

As a result of the resignation of C. J. Kannewisher, in charge of agents' correspondence in the agency dealer department of the Yawman & Erbe Manufacturing Company, Floyd T. Hayes, formerly the company's traveling representative through Wisconsin, Minnesota and the Dakotas, has been appointed to an important position in the home office. Mr. Hayes has been succeeded in his territory by E. A. McElwain, an eleven-year veteran with the "Y & E" colors. Originally a member of the Home correspondence staff, he later traveled through the South, and also at one time represented "Y & E" at Washington, D. C.

O.K. TRADE MARK REG. U.S. PAT. OFFICE

MR. DEALER

A report has been circulated to the Trade that we have advanced the prices on our line of "O.K." Paper Fasteners to the extent that dealers did not find a sufficient profit to warrant futher handling them.

There is no truth in this report whatever. It is malicious, and in our opinion significant of substitution.

Notwithstanding the many advances in the prices of raw material during the past two years, we have not advanced the price on our fasteners; to the contrary we are now making and putting on the market these fasteners in nickel-plated steel, in addition to our regular line of brass fasteners, at a lower price.

Accept no substitute. Our trade mark "O.K." is stamped on every fastener and every box, and this Trade Mark is your protection.

THE O. K. MFG. CO., Syracuse, N. Y., U.S.A.

JAS. V. WASHBURNE, PRES

A GOOD IMPRESSION

from a rubber stamp is only obtained with a good pad.

THE SUPERB

Best Ink
Best Felt
Best Surface

is the *standard* by which all others are compared. *ACCEPT NO SUBSTITUTE*, as all reliable dealers sell them. **Full size sample** for 10c stamps.

WHAT TIME WAS IT?

A constant dispute easily disposed of by the use of the

AMERICAN TIME STAMP

Simple—strong—durable. Every stationer and hand stamp dealer. **Price, complete, $3.00.**

PROTECT YOUR BANK ACCOUNT

The American Check Protector is most effective, is inexpensive. Description on application.

WM. A. FORCE & COMPANY, Inc.

59 Beekman Street **NEW YORK**

A Christmas Opportunity

$4.50 Value for Only $3.30

OFFICE APPLIANCES one year (new or renewal) with Commercial Law prepaid to same or different address for about the price of the book alone.

THE MAGAZINE for 1913 to be better, more helpful than ever. A new department of strong appeal to sales managers and advertising men to be added.

CONSULTING DEPARTMENT free to all subscribers. Gives free letter service invaluable to **manfacturers, dealers, salesmen, purchasing agents, advertising men, bankers, accountants, commercial teachers.**

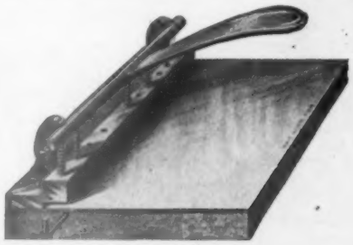
THE BOOK, Commercial Law by John Aldrich Chamberlain, 336 pages, 7"x9", half red morocco binding, gold title, covers fundamental principles of law as applied to business in general. Special reference to Common Law of Commercial Transactions. Includes contracts, agencies, partnership and corporation, negotiable instruments, banking, insurance, loans, common carriers, trade marks, trade names, wills, courts and legal remedies, etc. A valuable book for every business man.

The book prepaid with OFFICE APPLIANCES one year, $3.30. Send all orders direct to

The Office Appliance Company

417 So. Dearborn St. **Chicago, Illinois**

The BARRETT - AMBART HAND PUNCH



A thoroughly practical office appliance, strong and well finished. It punches the greatest variety of sheets of any inexpensive punch on the market. Each packed in a wooden box.

Style **A 32**—Will punch sheets for practically all of the standard spacings with 7-32 inch round holes. This includes the 3 Tengwall gauges, the standard Ring Book gauges, and the 4 standard Post Binder spacings..... **$5.00**

Style **M M 39**—Will punch sheets for all of the McMillan Ring Books, 7-32 inch round holes, 5 or 7 holes at one time..... **$6.00**

Style **A 43**—Punches ¼ inch round holes, 2¾ inch centers—2 holes 4½ inch centers, or 2 holes 7 inch centers..... **$5.00**

Style **M M 37**—Will punch sheets for all of the standard Memo Books on the market—9-64 inch holes **$6.00**

Ask us for our special proposition, including circulars, with your imprint. Liberal discount to the trade.

THE BARRETT BINDERY CO.

177 West Monroe St. **CHICAGO**

DAVIDS
INKS & ADHESIVES
GOOD AS MONEY & BRAINS CAN MAKE
THE STANDARD LINE FOR NEARLY A CENTURY

RIGHT PRICES
PROMPT DELIVERIES
SATISFACTION
ATTRACTIVE PACKAGES AND LABELS

Four Score and Seven Years

THINK OF IT

For eighty-seven years our products have measured up to the changing conditions of business demands.

Davids' Inks and Adhesives

are the perfection of Ink and Adhesive manufacture, and give absolute satisfaction to both user and dealer.

Why Experiment

when you can get service that satisfies?

With quality unsurpassed, we can offer a larger margin of profit to the dealer than any competitive line.

Send for our handsome illustrated catalogue.

FAIR TREATMENT
REAL VALUES
SOLD EVERYWHERE
LARGER PROFITS FOR THE DEALER

ESTABLISHED 1825

THADDEUS DAVIDS CO.

HOME OFFICE AND FACTORY
95-97 VAN DAM ST NEW YORK

CHICAGO OFFICE AND WAREHOUSE
180 N. MARKET ST. CHICAGO ILL.

KEEP YOUR PAPERS SAFE

in a DURICO Strong Box

It furnishes absolute protection to its contents; adaptable to any line of business or in the home.

This box is made of heavy cold rolled steel; reinforced with angles and riveted with heavy cone head rivets. It is substantial and artistic. Handsomely finished in oxidized copper. Size 12" long, 8" wide, 6½" high inside.

Provision is made for fastening the box to the table, floor or desk drawer with bolts or screws from the inside so that it cannot be carried away.

DEALERS: You can make attractive profits on these strong boxes. They fill a necessity and are ready sellers.

Write for circulars and prices.

FIREPROOF OFFICE SPECIALTIES

DUGGAN-RIDER CO. ERIE, PA.

RIBBON & CARBON PAPER NEWS

(By Special Correspondence.)

Boston, Mass.

R. B. Carter and C. B. Gordon of the Carter's Ink Company spent several days about the middle of the month at their Montreal office, finding Canadian business brisk and lively.

* * *

A. N. Davidson, representing Charles M. Higgins Company of New York, was a Boston visitor this month, booking many substantial ink orders and specialty requisitions.

* * *

Outgrowing its present building in three years of continuous progress, the Carter's Ink Company is contemplating the necessity of larger facilities for storage and merchandising operations. Where normal conditions would call for a two or three months' stock on the floor, it has been impossible to keep more than a two weeks' supply of the Carter staples on hand. Accordingly, ground has already been broken at the rear of the present factory for a four-story concrete storehouse, which is expected to relieve the extreme congestion and improve service generally.

Chicago, Ill.

The Thaddeus Davids Company has been compelled to take additional space here to care for the large number of extra consignments made necessary by the unprecedented western demand. Seven hundred square feet have been leased in the Great Lakes Building, where the company's principal western offices are located.

* * *

K. H. Kiesel, representing ribbons and carbons for the Carter's Ink Company, was a recent visitor to Chicago headquarters of the company and reported an excellent business in his territory, which covers a considerable part of the middle west and Canada.

* * *

Friends of L. T. Snyder, formerly with the Chicago Carter's Ink office, are in receipt of letters from him reporting a very successful year at the Montreal branch of the company.

* * *

H. B. Sanger, covering the large eastern and middle western cities for the Carter lines, spent a few days here early this month, and reported a steadily increasing demand all along the line.

* * *

William Rodiger, vice-president of the Sanford Manufacturing Company, who is also a director of the National Association of Stationers and Manufacturers and a member of the committee on inks and mucilage, is preparing lists which will be known as Sanford's new retail price list, and will be published in accordance with the prices recommended by the National Catalogue Commission.

Philadelphia, Pa.

F. H. Fish, for Stafford's Inks, has taken advantage of the continued open season to do a sizable business during his visit here this month.

San Francisco, Cal.

L. E. Williamson, sales manager for the Thaddeus Davids Company, called on the San Francisco trade this month.

* * *

E. E. Bushnell, formerly in the ribbon business as a manufacturer in this city, has returned after being engaged for some time in business in British Columbia.

Stettin, Germany.

Carl Brauer, a leading German manufacturer of typewriter ribbons, is the subject of an appreciative sketch, with portrait, in the October number of La Revue Dactylographique, Paris.

San Francisco, Cal.

J. L. Upham has presented his resignation as manager of the Schwabacher-Frey Stationery Company, to take effect the first of the year, after which time he will represent the Boorum & Pease Loose Leaf Book Company, in the territory from Denver west. C. M. Meyers has been covering both the middle west and Pacific coast, but owing to the increased business, it has been decided to restrict the ground covered by Mr. Meyers to the middle west and to establish a new representation for the coast. Mr. Upham is well equipped for his new position, being thoroughly familiar with the business and having a wide acquaintance in the trade. He was for many years on the road for Payot, Upham & Company, later was manager of that concern, and has for the last few years been buyer and manager for the Schwabacher-Frey Stationery Company.

This Advertisement Is a Spark Connecter for LIVE WIRES

We're looking for alert, progressive salesmen—dealers and agents—to build up a substantial ribbon and carbon business for themselves while handling a line which is in daily demand in every state in the Union. That line is

DU RA BUL

RIBBONS AND CARBON PAPERS

"Preferred on the Re-Order"

You can start in business for yourself, as our agent, to-morrow. If you are an energetic salesman, you will find your profits beginning at once, for our line is not an experiment but a standardized form of office appliance service which makes its own market wherever capably represented.

If You Can Qualify, Write To-day for Terms

We want dealers and agents in every town—big or little—in America where we are not now represented. Active, clean-cut, clear-headed executives as well as salesmen, who will not be satisfied with average returns, but will work for permanent profit and increasing prestige. If that's your measure, as a reader of Office Appliances, write to-day for our special proposition, and join the big Republic-Dodge sales family.

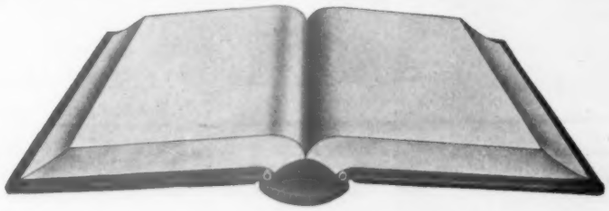
REPUBLIC - DODGE MFG. CO.

Pearl and Prospect Streets

Brooklyn, N. Y.

THE DURABILT FLAT OPENING

Loose Leaf Minute and Record Book



It opens like a spring back book. Note how the sheets throw up into a curve instead of remaining straight; this permits writing close to the inside of the sheet and makes reference easy to any portion of the record

At Last, a Loose Leaf Typewriter Record That Opens Flat

THE DURABILT FLAT OPENING LOOSE LEAF MINUTE and RECORD BOOK is built on entirely new principle, actually opening like a spring back book. The posts are flexible spring steel, throwing the leaves upward into a round when open, and forcing them into the round of the back when closed.

No flat opening or spring back can be attained by employing solid brass or steel posts. The DURABILT FLEXIBLE STEEL POST construction is the only method that makes the leaves throw up into the flat opening position.

A handsome four page circular in colors is just off the press, as well as a price list covering the line. Shall we send you this literature together with our discounts?

STATIONERS LOOSE LEAF CO.

"Sells to the Trade Only"

203 Broadway
NEW YORK CITY

346 Broadway
MILWAUKEE, WIS.

Dealers—Share Our Typewriter Profits

It Is Our Business to Satisfy YOUR Customers

In our new and splendidly equipped quarters, in the heart of Chicago's business district, we are better placed than ever to fu nish you the machines which safeguard and increase your profits through the solid satisfaction they give your customers. With a larger stock of all makes in the rough than ever before, we can offer quicker service and absolutely bottom prices without sacrificing one jot of quality. ¶ Our October Special Feature is of interest to stationers.

The Machine You Are Seeking Is On Our Shelves To-day

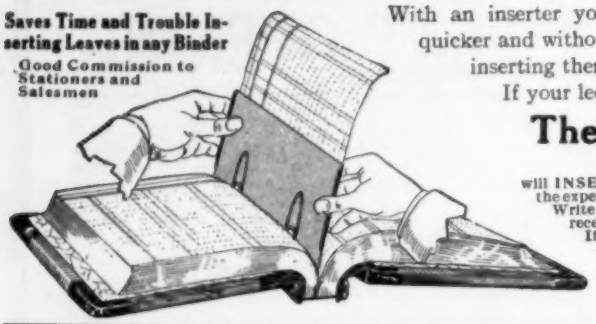
WRITE TO-DAY FOR OUR NEW PRICE LIST

YOUNG TYPEWRITER CO., 62 West Madison Street CHICAGO

The Ideal Leaf Inserter for the Up to Date Office

Saves Time and Trouble Inserting Leaves in any Binder

Good Commission to Stationers and Salesmen



With an inserter you will at all times insert your leaves quicker and without tearing, nor soiling them, like when inserting them with the hand.

If your ledgers are apparently filled, the

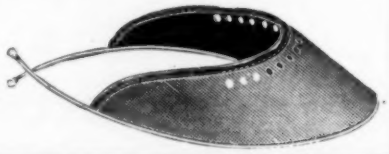
The Ideal Leaf Inserter
(Made of German Silver)

will INSERT 100 or more additional leaves, therefore save you the expense of buying a new ledger for these 100 new accounts. Write Ideal Leaf Inserter on a postal or your letterhead; on receipt I will give you free information.
If Inserters are wanted at once, send a leaf from each size ledger; they will be sent to you express prepaid.

L. E. CHARLEBOIS
P. O. Box 102 Minneapolis, Minn.

EYE SHADES

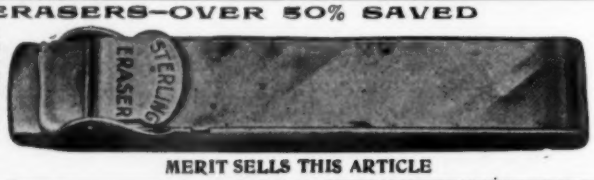
If you haven't our catalog, let us send you a copy showing the largest line of shades on the market.



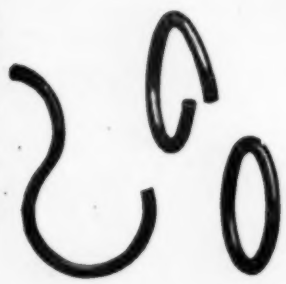
MANUFACTURED BY
CHICAGO EYE SHIELD COMPANY
134 South Clinton Street, CHICAGO, ILL.

STERLING ERASERS—OVER 50% SAVED

are a German Silver Shell containing a thin, flat Eraser which is fed forward as it becomes worn. Best for ink or typewriter. Always sharp and always clean. Will not cramp the fingers. Can be used as a line finder on note-book or manuscript and has other desirable features. Agents wanted everywhere. Write for circular and prices. Sample 25c.
TURNER BROS.,
1622 Arch St., Philadelphia, Pa.



MERIT SELLS THIS ARTICLE



MORDEN SWIVEL RINGS

For Perforated Sheets and Eyeletted Covers

Wherever loose sheets are to be held together these rings are invaluable. They are durable, easily operated, open wide, close securely. By using them stationers can prepare their own lines of stenographers' and student note books. Unequalled for loose leaf price lists, catalogs and sample books.

Ten sizes, ½ in. to 2 in., inside diameter. Price $5 up per hundred. Liberal discount to the trade. Try a sample box. (100)

Manufactured Solely by

The Morden Manufacturing Corporation
WATERBURY CONNECTICUT

WAX SEALS CHECKS CORPORATE SEALS POCKET NOTARY METAL CHECKS

WE ARE NOT AGENTS FOR THESE GOODS
WE MANUFACTURE THEM
SEALS, STENCILS, STEEL STAMPS, BADGES,
NAME PLATES, METAL CHECKS,
RUBBER STAMPS, Etc.
WRITE FOR CATALOGUE
MEYER & WENTHE
108 N. DEARBORN ST.
CHICAGO

NUMBERING MACHINES RUBBER STAMPS

CLINGS FIRMLY TO ANY SIZE FOREARM

Live dealers sell more EVERFIT than any other make.
There is big profit in the line. Samples and prices on request.
Retail price Artificial Leather, black or white, 25 cents per pair.
Retail price Enameled Muslin, dull or bright, 15 cents per pair.

ROYAL NOVELTY COMPANY, MAKERS
1349 N. OAKLEY AVE., CHICAGO, U. S. A.

DUPLICATING MACHINES

(By Special Correspondence.)

Baltimore, Md.

The local Lettergraph Company offices have been moved to the Maryland Casualty building, on the ground floor, where the opportunity for display is greatly superior to that of the former headquarters.

Chicago, Ill.

The prosperity of the T. A. Heyer Duplicator Company, 118 North La Salle Street, is reflected in a heavy Fall demand for their hektographs and refilling composition. The composition is now being sold to stationers and railroads in 200 and 300-pound lots.

Cleveland, Ohio.

October was the largest month in sales in the history of the American Multigraph Sales Company. A new high record was established, not only for October but for the entire period of the company's existence. The prospects for November are equally bright and this concern is enjoying a splendid business in all its products.

* * *

A Multigraph election contest was held in October. The managers and salesmen expressed their preference for presidential candidates. All business they secured during the month was credited to the particular candidates they favored. The month closed with Roosevelt elected, the Bull Moosers having brought in the largest business for their candidate. The final standing of the candidates was as follows: Roosevelt, 43 per cent; Wilson, 40 per cent; Taft, 17 per cent.

* * *

A handsome folding umbrella was given as a prize in October to every manager and salesman of the American Multigraph Sales Company who made his quota. Forty-one umbrellas were distributed.

* * *

F. E. Cotharin, formerly division manager for the American Multigraph Sales Company at San Francisco and later special home office representative, has been appointed sales manager of the New York division office of that company, taking the place of C. J. Whipple, deceased.

* * *

Ground has been broken for a six-story addition to the plant of the American Multigraph Sales Company at Cleveland. This will be devoted to office and factory purposes and will practically double the company's facilities.

* * *

The new service department of the American Multigraph Sales Company has made a big hit with Multigraph users. Already hundreds have been given advertising and sales service, free of cost. Bulletins on the following topics have been issued to users: "Planning, Editing, Laying Out and Printing a House Organ," "Imprinting," "Form Letters," and "Organizing and Systematizing an Advertising Department."

* * *

Through a special arrangement with the Patterson-Gibbs Company of Chicago any of their special advertising cuts and illustrations, as shown in their catalog No. 5, can now be secured curved for the Multigraph. The electrotypes are furnished direct by the Patterson-Gibbs Company.

Harz, Germany.

A. Goslar of this city has just put upon the market several special duplicators, using both the hektograph method and ribbon-printing, and is circularizing foreign trade extensively in their interest.

Toronto, Canada.

The Writerpress Sales Company, Ltd., has recently been organized here with Norman S. Jones as president and G. Wallace Weese as manager, to control the selling end of the Writerpress in Canada. Executive offices have been located in Suite 402, Manning Chambers, Toronto, and fully equipped demonstrating rooms and a supply department are being maintained. The Writerpress is manufactured in the Dominion by the Canadian Writerpress Company of Hamilton, Ontario, under the management of A. P. Vanfleet. The plant is fully equipped and very busy at present, particularly with the new Writerpress features—the automatic addressing attachment and power press.

Vienna, Austria.

The Wiener Ideal is a new duplicator put out by the house of Joseph Wiener, Frauengasse, Vienna, which, besides its regular commercial work, makes designs for embroidery in several colors. Instead of special ribbons, the manufacturer recommends Carter carbon papers for use on the Wiener Ideal. Several colors can be used on this duplicator during the same operation—as many as 22 having been used in one recent test.

This Trade Mark every box.

CRANE'S LADIES' STATIONERY

Sold by All Stationers and Booksellers

These goods are suited to the tastes of the most select trade. Their merits are known the world over, and they yield a profit to the dealer. Once tried, the purchaser becomes a regular customer.

Presented in the Following Styles and Qualities:

SUPERFINE QUALITY.
In light Blue Boxes, containing ½ ream of Note Paper each, and in separate Boxes ½ thousand Envelopes corresponding.

EXTRA SUPERFINE QUALITY
In Lavender Colored Boxes, containing ½ ream of Extra Fine Paper each; in like Boxes are Envelopes to match.

ALL THIS STATIONERY CAN BE RELIED ON AS REPRESENTED. MANUFACTURED BY

Our Papers are supplied in Bordered Goods and other specialties by EATON, CRANE & PIKE CO., Pittsfield, Mass., and 225 Fifth Ave., New York, whose boxes bear the word "CRANES" containing our goods.

Z. & W. M. CRANE, Dalton, Mass.

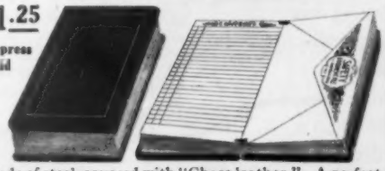
If you have ever Mislaid an Important Document

buy a Barler Document File and keep your Contracts, Notes, Mortgages, Ins. Policies and valuable papers **safe.**

An Ideal Christmas Gift

that will last a lifetime.

$1.25 Express Paid



Made of steel, covered with "Chase leather." A perfect File for office, home or safety deposit box. 20 strong manila pockets, 4½x10½ in., with metal eyelets. Cord allows expansion, and holds without tying

Guaranteed Satisfactory or Money Returned.

A. C. BARLER CO., 60 W. Lake St., Chicago

THE THREE "RIVAL" FOUNTAIN PENS

RIVAL NON-LEAKABLE
Perfect Fitting, air-tight joints form a perfect, absolutely non-leaking writing instrument.

NEW RIVAL SELF-FILLER
Pen is filled by simply turning the collar in center of barrel to opening. Press hard rubber bar, release and pen is filled. No metal parts to corrode o. to rot rubber sack. Has all the good, reliable features to be found in any of our pens, plus the special advantage just mentioned.
Made in three sizes: No. 22, No. 23, No. 24. Plain, Chased and Gold Mounted.
RIVAL No 3 with Gold or Sterling Silver Filigree Mounting for Holiday and Fine Trade.

Catalog Illustrating our full line and giving Prices and Discounts will be sent to Dealers on Request. WE GUARANTEE EVERY PEN.

D. W. BEAUMEL & CO., Inc. Office and Factory, 35 Ann St., NEW YORK

FOREIGN AGENTS WANTED

Don't Blame the Operator

Miller's Standard Pneumatic Ear Cushions will overcome 90% of poor telephone service. They fit the ear snugly and bring your far-away friend in talking distance.

Miller's Standard Pneumatic Ear Cushions mean the soothing comfort of telephone conversations—the elimination of all outside disturbances and that grinding grating noise always connected with the hard rubber receiver.

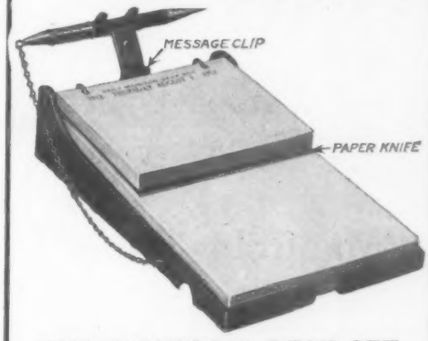
Miller's Standard Pneumatic Ear Cushions are sanitary. They can be instantly detached and cleaned in a few minutes. They are made to fit any standard receiver and will last indefinitely.

If your Stationer or Rubber Dealer can't supply you, send his name, or order from us, enclosing 50 cents.

Agents Wanted

The MILLER RUBBER CO.
Dept. 2, So. High St., AKRON, OHIO, U.S.A.

You Can Never Forget With a Monitor Set



THE UNIVERSAL DESK SET

Made in three types to meet different business requirements.

The Daily Monitor Desk Set
The Monthly Monitor Desk Set
The Phone Directory Desk Set

The new Oliver Trio—is a paper weight—a 4x6 pad with knife to cut 3x4 memos.—a Daily Monitor Pad—a Monthly Monitor Pad—a Telephone Card Index Directory—a pencil and holder and a "Right in Sight" Memo. Clip—all in one unit, ready for instant use

AGENTS—DEALERS
Write for our proposition. It is Unique.

Oliver Manufacturing Co., Inc.
308 Walnut St., Philadelphia, Pa

The PHONE-EZE Telephone Bracket

Stays Put

Turns All Way Around

A child or a grown person standing or seated can use it.

Style—
A—Side of roll top desk.
B—Top of flat desk.
C—Side of flat desk.
D—Wall or partition.
E—Top of roll top desk.
F—Floor or station use.

Style F

Ask your dealer or write

SEELY OFFICE APPLIANCE CO.
114 Liberty Street New York City

SOMETHING NEW

Letter Carbon Disc

A paper Disc, gummed on both sides, for attaching Letter to Carbon answer. Doubles the capacity of your letter file over use of wire clips—50c per 1,000—10,000, $4.00, both prepaid.

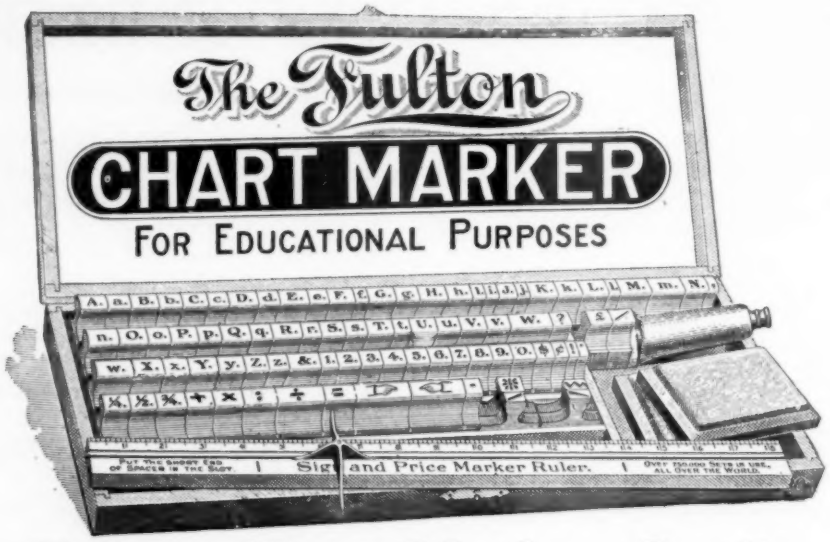
CLINCH PAPER CLIPS

1,000, 30c—5,000, $1.25—10,000, $2.25.
All above prepaid.
F. O. B. Buffalo, N. Y.—25,000 Clips to box—25,000, $2.50—50,000, $4.75—100,000, $8.50—500,000, $37.50. Also put up 250—500—1,000 Clips to box for the trade. Ask for prices.

THE CLINCH CLIP CO., 196 Seneca Street, BUFFALO, N. Y.

Makes Your Work Easier

ADJUSTABLE TABLE CO.
GRAND RAPIDS, MICH.
Also from Adding Machine Agents & Salesmen



Fulton Chart Marker Outfit

For the demonstration of geometrical problems rubber stamp chart makers are used with the greatest satisfaction in schools everywhere. Their use is increasing daily and in your territory they open up a new source of profit. Fulton Chart Markers are made with the all-around quality that characterizes the entire Fulton line. They are furnished in all sizes with letters from three-quarter inch up. Each outfit is complete to the smallest detail and is certain of giving lasting satisfaction. The ink supplied is the well known Fulton Quick Drying Ink—dries immediately and does not smear or rub.

FULTON PADS

whether it is our patented Non-blurring Wood Pad or our "Elite" with wood base or our other well known makes, you will want more after your customers have found them out. They reflect credit on the store that sells them.

FULTON SIGN MARKERS

Solid or outline, embrace the widest range of style and sizess in the country. The solid letters print sharp and black. The letters of the Outline Sets are the quickest and the easiest to fill in, and afford wonderfully attractive work when used with the bright, snappy colors of Fulton Fill-In Inks.

ASK FOR COMPLETE DESCRIPTIVE MATTER

FULTON RUBBER TYPE CO. - ELIZABETH, N. J.

"SHEN-KING"

(Registered U. S. Patent Office)

Manifold Paper for Billing and Carbon Copies

A carbon copy is required by most firms of every letter, telegram and message leaving their office. This copy, together with the letter to which it replies, is filed, and should be different in color from the letter, light in weight, but of wearable qualities.

Mann's "Shen-King" Manifold Paper

is made with particular care for just such purposes. Golden yellow in color—distinguishable from letter received—of light weight—will not wastefully fill up file—tough in texture—insuring good handling and long wearing qualities. "SHEN-KING" is also especially prepared for manifolding on the various billing and tabulating machines. This paper is already cut in reasonable and convenient sizes for your especial purpose.

For letter use, cut 8½x11—1 ream—500 sheets, 40c.

Please state sizes and quantities and how used, and allow us to send samples and prices.

Mann Yale Cylinder Lock Ledger **Manco Yale Book Lock**

May we mail you our booklet "The Interchangeable Leaf Ledger"? It will not obligate you.

WILLIAM MANN COMPANY

Manufacturers of
COPYING BOOKS AND PAPERS
LOOSE LEAF DEVICES

529 Market Street, Philadelphia

NEW YORK BRANCH
105 Chambers Street

FACTORY
21 to 27 N. 5th St., Philadelphia

COPYING PAPER MILLS
Lambertville, N. J.

The Latest and Best Dictionaries

For Offices, Schools, Libraries and General Use

Laird & Lee's Webster's New Standard Dictionaries

More pages, illustrations, special features, new words, larger type, more substantially bound, better paper than any other series of Dictionaries now on the market and at lower prices.

Encyclopedic Library Edition

1,430 pages, 2,000 text engravings, 14 full-page black plates, 11 colored plates. 10 supplemental dictionaries. Size, 7¾x9¾ inches. Bound in imported goat, marbled edges, patent thumb index, in cardboard carton, **$5.00**

Encyclopedic School Edition

1,269 pages, 1,700 engravings, 14 full-page black plates, 9 in colors. Contains everything in Encyclopedic Library Edition, EXCEPT two colored plates and the 10 supplemental dictionaries. Size, 7x9¼ ins. Three-quarter leather, marbled edges, patent thumb index (wrapped in corrugated cardboard), **$3.00**

High School and Collegiate Edition

New 1,056 pages. 1,282 text illustrations. Etymologies, synonyms, and antonyms. Colored world map of English language and the Panama canal; seals of States and Territories; color scale and sun spectrum with primary colors. Abridged from Encyclopedic Edition. Size, 6x8¼ ins. Half leather, marbled edges, patent thumb index, **$1.75**
Half leather, sprinkled edges, **not** indexed, **$1.50**

Students' Common School Edition

Revised. 760 pages, 840 illustrations. Size, 5x7 ins. Extra cloth (black), gold and blind stamped, **80c.** Marbled edges, thumb index, **90c.**

Intermediate School Edition

460 pages, 600 illustrations. Size, 4¾x6¼ inches. Extra cloth (black) gold and blind stamped, **52c.**

Elementary School Edition

384 pages 450 illustrations. Size, 4¼x5¾ inches. Extra cloth (black), gold and blind stamping, **28c.**

Supplied by all Jobbers, School Supply Houses and News Companies, or direct.

LAIRD & LEE, 1732 Michigan Ave., CHICAGO

The ADDING MACHINE

(By Special Correspondence.)

Detroit, Mich.

E. St. Elmo Lewis, advertising manager of the Burroughs Adding Machine Company, will deliver an address before the convention of the National Commercial Gas Association at its Georgia convention now being held in Atlanta. His subject will be "Efficiency in the Advertising Department."

Harrisburg, Pa.

Sales Manager R. W. Dowdell, of the Harrisburg office of the Burroughs Adding Machine Company, made a fine display of adding machines at the September meeting of the Harrisburg Rotary Club. Mr. Dowdell's exhibit attracted much favorable comment. The exhibit included thirty-two adding machines of various styles, some run by hand and some by electricity, and all the latest Burroughs models.

Oakland, Cal.

Seabury Lawrence, until recently connected with the Pacific coast business of the Comptograph, died recently here as a result of an accident met with last September.

Oshkosh, Wis.

Clarence S. Wagstaff, of the Oshkosh office of the Burroughs Adding Machine Company, addressed the commercial department of the Oshkosh high school, Friday, November 1. His subject was "The Development of Mechanical Accounting." Mr. Wagstaff illustrated his talk with several up-to-date Burroughs adding machines.

Portland, Ore.

The Local Order No. 75 of the International Farmers' Union of America, headquarters at Portland, recently purchased a Burroughs adding machine, and will use it but once a month. The auditing committee of the order decided that as reports were made out but once a month it was absolutely essential that they should be correct.

Rheims, France.

M. N. Tunmer has resigned his agency for the Smith-Premier here and at Troyes to become Paris representative for the Comptometer.

Sacramento, Cal.

E. Norman, associate editor of the Sacramento Bee, has resigned to take a position on the local Comptograph sales force.

San Francisco, Cal.

L. A. Ireland of the Comptograph staff gave a talk on its construction and operation recently to the employes of the George F. Eberhard Company in this city.

* * *

The C. H. Jenkins Company has taken the San Francisco agency for the Merchant Calculator, a new type of adding machine made by an Oakland firm.

* * *

Ralph C. Coxhead and A. G. Cook have joined the city sales force of the Dalton Adding Machine Company, Mr. Coxhead to work the district south of Market street, and Mr. Cook the section north of Powell street. The company has put on a new auto for delivery purposes, which is now at the disposal of Mr. Coxhead. In the office window a special demonstration has been put on for sixty days, showing an electric Dalton machine with motor attached, working constantly for eight hours daily.

* * *

W. W. Cooley, manager of the local office of the Burroughs Adding Machine Company, reports a number of sales of the new non-listing machines. The International Banking Corporation has purchased an electric automatic subtracting machine, and several unlimited splitting machines have just been delivered to the Pacific Gas & Electric Company.

St. Louis, Mo.

The recent change in name from the "Duplex" to the Duco Adding Machine Company, it is announced, was made purely for trademark purposes. No change has been made in either the officers or the directors of the company. Herbert Elder remains president and general manager; A. J. Meier is vice president, and John J. Marks, secretary and treasurer. The headquarters of the concern is at 1900 Morgan street.

Wheeling, W. Va.

J. W. Sackett of the Wheeling office of the Burroughs Adding Machine Company, won the loving cup offered by Sales Manager J. C. Russell of the Wheeling office to the salesman making the highest number of points for the three months, July, August and September. Mr. Sackett received just twenty more points than his nearest competitor.

AFTER ALL

It is not always what the manufacturers say or claim for their goods in order to sell them—but what the consumers say after they have bought and tried them that counts most.

Submit some samples of

BUCKSKIN AND DAISY BRANDS
Carbon Papers and Typewriter Ribbons

to your most particular customers, if you are particular what they say about the goods you sell them.

"The Line of Distinctive Quality"

Manufactured by

Neely & Peacock Company, Chicago, U.S.A.

Built To Uphold a Standard

—not to meet a price. Tell City Desks are made just a little better than seems necessary—with much care devoted to those many little details of construction which lend the finished product a character that cannot be veneered on.

TELL CITY DESK CO.
TELL CITY, INDIANA

TELL CITY DESKS

Style 5 shown above is made of plain oak—with solid, sanitary flat top. Top drawers lock lower ones.

Length—42 inches
Depth—32 inches
Height—31 inches
Weight—140 lbs.

Tell City Desks come in many styles and sizes—giving the particular man a wide range of choice.

FREE Write us you are interested and we will send a copy of our illustrated catalog showing the many Tell City styles. No matter what you want we have it.

There is a value not to be underestimated in building a business with goods of your own imprint and brand. Prominent dealers in all parts of the country attribute a large measure of their success to having their goods sold under their private brands.

In the ribbon and carbon field this advantage is plain. There are so many cheap grades on the market that when a man gets hold of a ribbon or a box of carbon paper which gives satisfactory service he wants to know where he can get more of the same kind. That means repeat orders.

Goods made by the U. S. Typewriter Ribbon Mfg. Co., put up under your own brand, will bring you repeat orders. They are made up to a standard which will satisfy the most particular customer you have. And if your ribbon and carbon department is booming it will influence and accelerate the sale of every article you carry.

The first step toward this proposition is for you to write for samples. There is no time like the present, so do it today.

U. S. Typewriter Ribbon Mfg. Co.
SANSOM & 8th STREETS
Philadelphia Pa. U.S.A.

The Typewriter

(By Special Correspondence.)

Atlanta, Ga.

Royal enthusiasm was vigorous at the recent sales convention of the southeastern division of the field department, Oct. 18-19, at Atlanta, Ga. It was a gathering of crack salesmen, travelers and dealers for the Royal, the following being present: R. L. Barnwell, Thomas B. Boone, James T. Lipford, Ellsworth Lyman, James A. Buchan, J. W. Masters, H. M. Burch, J. L. McMahon, Julian Calhoun, W. K. Norton, A. J. Collins, F. J. Quandt, P. D. Davidson, J. R. Richey, A. A. Fowler, B. H. France, J. Wilson Gibbes, M. L. Glenn, W. A. Kerr, Frank A. Rust, E. L. Wallis, C. C. Walter, J. T. Wellman and F. A. Wasgien. Field Manager Maxwell Morris, as master of ceremonies, opened the speech making and introduced the speakers, who were J. T. Wellman of Louisville, M. L. Glenn of Quincy, Fla.; B. H. France and Julian Calhoun of Spartansburg, S. C.

Boston, Mass.

The Oliver forces throughout New England are joining in the congratulations showered upon Garland Stahl, manager of the Red Sox, for his victory in the world's series. Mr. Stahl is an old Oliver man, and won much selling prestige as a member of the general field division. He has often said that his typewriter experience has been of great help in solving the executive problems with which a successful baseball manager today is confronted.

* * *

J. Schickler, who has been connected with the New York office of the Oliver Typewriter Company, has accepted a transfer to the New England office of the same company and is assigned to the western Massachusetts territory.

* * *

The Oliver Typewriter Company's new printype has a very large sale throughout New England. The attention compelling qualities of this new face of type appeal to the New Englander and fully 90 per cent of the Oliver business in this territory has printype specifications.

Baltimore, Md.

The L. C. Smith Company have just closed a contract with the Baltimore Daily American for thirty-six machines, Manager Maloney being the salesman. The same company have recently added another repair man to their force—Louis Ryan.

* * *

John M. Kerr, salesman for the L. C. Smith Company, lost his father recently after a short illness, and in consequence has been absent from the office for several days. There is no drop in his sales, however.

* * *

The Royal Company recently have moved their offices from Light street, near German, to 21 South Calvert street.

* * *

"Hutch" Hutchinson of the Baltimore Royal office has gone to take a position as salesman with the Philadelphia Royal branch.

* * *

R. L. Blackford, formerly with the Baltimore News, is now connected with the Remington-Monarch-Smith Premier sales force. His chief, A. F. Greene, reports that Blackford is doing exceptionally successful work.

* * *

E. C. Campbell, some years ago with the Densmore Typewriter Company, is a new local Remington salesman.

* * *

James L. Wilson, a veteran typewriter man of twenty years' standing, is back on the job for the Remington after a six months' sickness.

* * *

Harold H. Smith, expert touch demonstrator for the Remington, is now at the company's Baltimore office, on a mission of visiting the local typewriter schools and to demonstrate the touch of the Remington and Monarch machines. He is finding the local students very deeply interested in touch typing. Mr. Smith himself writes 92 French words a minute and 125 English words. This, too, in new matter, and while carrying on a conversation meanwhile. He allows any one to select the machine on which he shall demonstrate his speed powers.

* * *

G. A. Sinclair, formerly with the Richmond City office of the Remington Typewriter Company, is now connected with the Royal, traveling a country territory.

* * *

S. J. Rosenthal, a new man to the typewriter field, has recently joined the sales force of the Royal in this city, where he is making good.

TYPEWRITER VELVET

What is Typewriter Velvet? LISTEN!

Every typewriter dealer has to have a shop and customers. If every dealer would stock his shop with typewriter accessories, salable to his customers, he would make a handsome profit without increasing his expense. All this profit would be Velvet.

Check over the following list carefully, any one of these guaranteed articles may lead you to Easy Street.

Type Brush, Xtra Typewriter Ribbon Holder (for two color work), Cleaning Brush (long handle), Platen Knob Rings, Old South Oil and Dropper (touches the spot), Oil Cans, Copy Holders (all prices), Adjustable Typewriter Clamps, Cushion Keys, Key Covers, Celluloid Cushion Key Covers, Telephone Desks, Swinging Typewriter Stands, Touch Writing Device (to teach touch writing), Office Soap, Ribbons, Carbon Paper.

Write for information.

THORP & MARTIN CO.
Factory: BOSTON, U. S. A.
Branches all countries.

PATENTS
Trademarks and Copyrights
Send your business direct to Washington. Saves time and insures better service.
Personal Attention Guaranteed
25 Years' Active Practice
Specialty:—Typewriting and Adding Machines
Address E. G. SIGGERS
Suite 31, N. U. Bldg., Washington, D. C.

Office Desks

Designed and Executed by

Bentley & Gerwig

are backed up by the reputation and guarantee of a firm which has always been known for its high standards of workmanship and finish.

The **Bentley & Gerwig** line is complete in every detail, comprising the whole range of popular designs, sizes and styles in office desks. We carry a large stock on hand and can make immediate shipment.

All desks are constructed with our patented knockdown feature, which allows them to be shipped at a great saving in freight. Setting them up is child's play.

Our claim is simply this:

"We make the best desks in the world for the money."

Write for catalogue and prices and see for yourself.

BENTLEY & GERWIG FURNITURE CO., Parkersburg, W. Va., U. S. A.

Attention—Stationers!

Notice the special features of this Gunlocke Office Chair. Notice especially the outline of back and generous seat which provide real comfort for the user.

These chairs are absolutely without a peer in design and construction. They are the best that can be produced by expert artisans with the finest equipment and the best of materials.

No. 710 Gunlocke Typewriter Chair

Write us and we will tell you more about our products.

W. H. GUNLOCKE CHAIR CO., Wayland, N. Y.

THE "SATELLITE" TYPEWRITER STAND

DEALERS

There Are Big Profits in This Business for You

As an illustration, The Larkin Company, of Buffalo, placed their initial order for only two "Satellite" stands. A few months later they placed orders for nine. In another month or two they ordered 100. They are now using 282 "Satellite" stands.

THE REASON

The "SATELLITE" Adjustable Stand increases the efficiency of typewriter and operator 100 per cent.

A typewriter on a "Satellite" stand can be placed in position best suited to the operator. The stands can be easily moved at will to get the best results from lighting and other conditions. When the machine is not in use it can be pushed aside, thus allowing use of all parts of the desk for other purposes.

The "Satellite" Adjustable Stands are made of metal and are practically indestructible.

We make strong claims for the "Satellite," but we can prove them. We know what it will do. The stands have been demonstrated in thousands of offices and have made good every claim. Many of the largest concerns in the country have placed trial orders for "Satellite" stands and followed them with repeat orders for larger quantities, just as the Larkin Company did.

Any dealer who will take hold of this line and push it intelligently and vigorously will find this one of the best sellers and profit makers he has ever handled.

WRITE FOR OUR PROPOSITION.

Adjustable Table Co.
Mt. Vernon Ave. & G.R. & I.R.R.
Grand Rapids, Mich., U.S.A.

THE MARK HB TRADE MARK OF QUALITY

THE COMPLETE LINE

If you are in the market for ribbons and carbons, send us your order. We make everything known in these goods including **carbon papers, stamp ribbons, typewriter ribbons, carbon rolls,** also **transfer papers, typewriter oil** and **numbering machine ink.**

Get acquainted with us. You will find the goods and prices right.

J. A. HEALE & CO.
MANUFACTURERS
94 JOHN ST., NEW YORK

THE MARK HB TRADE MARK OF QUALITY

ADDING MACHINE ROLLS

FOR ALL MAKES OF MACHINES

GOOD QUALITY WRITING STOCK
Free from LINT and BREAKS

We wind our own papers which enables us to quote lowest possible prices consistent with ROLLS of No. 1 quality

SAMPLE ROLL SENT UPON APPLICATION

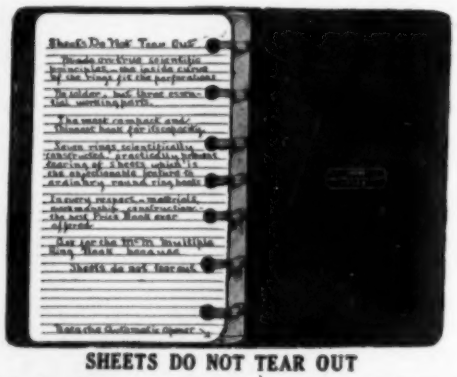
EXCEEDINGLY LOW PRICES TO THE TRADE

In addition to furnishing rolls for Standard Adding Machines we have facilities for supplying special rolls of all descriptions.

Write for Catalogs on Typewriter Papers — Letter Copying Books—Shorthand Note Books

Rockwell - Barnes Company
600 Munn Building, Chicago, Illinois

McM MULTIPLE-RING PRICE BOOK
Sheets Do Not Tear Out



SHEETS DO NOT TEAR OUT

Seven rings scientifically made
Automatic openers for rings
1-8" thinner than other books
Cost no more than the old kind

OVER 350 STOCK SIZES AND STYLES

*Does a book which corrects the trouble you have had—**sheets tearing out**—appeal to you?*

Dealers should provide this book. It corrects trouble and broadens the field for Ring Book uses.

McMILLAN BOOK CO., Syracuse, New York

C. M. Burlingame, treasurer, and W. F. Washburne, auditor of the Royal Typewriter Company, were at the office of the company in this city making an audit of the books the first of November.

* * *

A. E. Barnes is now a traveling man for the Underwood western Maryland territory, making his headquarters at Cumberland.

* * *

R. A. White, formerly assistant foreman in the repair department of the Buffalo office of the Underwood, and now foreman of the local repair department, is making a very creditable showing.

Ft. Dodge, Iowa.

R. D. Small, manager of the Remington office here which was established last March, reports exceptionally bright prospects for winter business. Mr. Small formerly had charge of the Smith Premier office at Des Moines.

* * *

J. T. Clifford is the Remington representative in Northwestern Iowa, with headquarters at Algona. He came to the Remington company from the assistant chief dispatcher's desk of a western railroad concern, but a long preceding experience with typewriter selling has materially assisted him in the success he has achieved here.

* * *

The newest member of the Ft. Dodge Remington staff of salesmen is B. C. Hovenburg, who has had wide typewriter experience, both as salesman and as expert repair man.

Groton, N. Y.

John McCormick, attached to the New York office of the Standard Typewriter Company, has accepted a position with the Conover Typewriter Sales Company, Chicago, agents for the Corona.

* * *

General Porfirio Diaz, former president of Mexico, recently purchased a Corona typewriter from La Compagnie Real, Paris representatives of the Standard Typewriter Company.

* * *

H. M. Seagers, for the past two years foreman of the tool room at the works of the Standard Typewriter Company, has been advanced to the newly created position of master mechanic. His brother, William R. Seagers, succeeds him in the tool room.

* * *

H. T. Saxby and J. C. Graff have been transferred from the Philadelphia office to the New York office of the Standard Typewriter Company.

Kansas City, Mo.

C. L. Pope is now traveling Oklahoma territory for the Oliver.

Los Angeles, Cal.

Schlador and Hutchinson located at 751 South Spring street, are meeting with fine success in handling rebuilt machines. They have a very nice location and as business is moving down on Spring street fast they expect to have a big business next year.

* * *

Richard Hofmann & Company report the sale of over thirty machines to the Board of Education with more to follow. Also the sale of a number of machines to one of the local furniture houses.

San Diego, Cal.

The San Diego Typewriter Supply, San Diego dealers for the Richard Hofmann Company have been doing a fine business on the L. C. Smith & Bros. machine. Mr. Rudrauff reports a steady demand for the different models of the machine and expects to do a fine business in 1913.

Mocsup, Conn.

W. Franklin Sheldon, who sells Oliver typewriters here, has returned from Boston where he conferred with the New England officials of the Oliver company.

New London, Conn.

C. W. MacQueston was here recently in the interests of the Oliver Typewriter Company. Mr. MacQueston has charge of the Eastern Connecticut territory.

New York City, N. Y.

John P. Hogan, who is well known in the typewriter field through his former connection with the L. C. Smith & Brother Typewriter Company, and lately with the Wales Adding Machine, has formed a connection with the Remington company and will now be connected with the New York City sales force, handling the Remington adding and subtracting typewriter.

Omaha, Neb.

E. S. Frankenberger has entered the service of the Oliver company, traveling in the Mason City, Iowa, territory.

* * *

The R. M. Stevens Company have accepted the Oliver agency at Ft. Dodge, Iowa.

* * *

W. H. McCrossin, a former salesman of surgical supplies, has entered the Oliver service, with headquarters at Marshalltown.

* * *

Assistant Manager Campbell of the Omaha Oliver

Cook's Chairs Mean Increased Profits on Every Line You Sell

A live line is like a live wire—it magnetizes all around it. And the house that sells a single Office Appliance line that really brings the trade 100% satisfaction soon finds that demand spreading throughout every article in its stock. That's our success secret for

COOK'S QUALITY LINE CHAIRS

Our specialties—SPRING BACK TYPEWRITER AND OFFICE CHAIRS—are designed for durability and comfort and meet the most exacting requirements of your customers.

A large stock of finished goods always on hand assures your order PROMPT DELIVERY.

C. A. COOK COMPANY
Manufacturers
16-28 OSBORN ST. CAMBRIDGE, MASS.

COOK QUALITY
CAMBRIDGE, MASS.
C.A.Cook Co.

HIGGINS'

- Drawing Inks, Blacks and Colors
- Eternal Writing Ink
- Engrossing Ink
- Taurine Mucilage
- Photo Mounter Paste
- Drawing Board and Library Mucilage
- Office Paste
- Liquid Paste
- Vegetable Glue, etc., etc.

Strictly Original Goods of the Highest Grade Only.

Show Cards, Color Cards and Imprinted Matter Supplied to the Trade. Discounts and Trade Prices give good profits.

Consumers, emancipate yourselves from the use of corrosive and ill-smelling inks and adhesives and adopt the **Higgins' Inks and Adhesives.** They will be a revelation to you. .

We protect the trade by referring all orders and inquiries thereto.

CHAS. M. HIGGINS & CO., Originators and Manufacturers Refined Inks and Adhesives
Main Office and Factory, Brooklyn, N. Y., U. S. A. **New York—Chicago—London**

"MARYSVILLE"

A Complete Line of

OFFICE DESKS

No. 500

Queen Typewriter Desk.
(PATENTED)

42 in. wide, 24 in. deep. Typewriter base 26 in. high. Weight crated 100 pounds.

Two large drawers, a fine stationery cabinet with drawer, which is closed with door, fitted with lock, and extension slide directly beneath the top of pedestal, making the most valuable Typewriter Desk now on the market. Shipped complete with our latest patented copyholder, placing copy in direct line of vision.

In opening the door in pedestal the paper cabinet is brought directly to the front of desk, making easy access to the papers, etc The back of the door is made flat, on which to place papers when the desk is in use.

Finish and workmanship guaranteed.

includes flat tops, roll tops, typewriter and bookkeeper's desks—each one a money-maker for dealers.

Our typewriter attachment No. 1, for which patent has been applied, will make any ordinary desk now in use a typewriter desk. Whenever the typewriter is not in use it disappears out of the way—no trouble whatever to set in place or put out of sight.

Write at once for catalogue of our complete line, prices, best dealer's discounts, etc.

(Patent applied for)

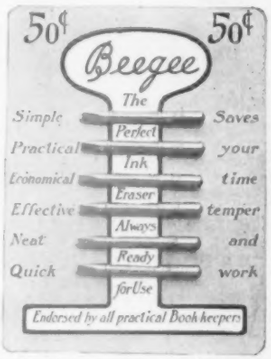
MARYSVILLE CABINET COMPANY
Marysville, Ohio

Export Office
17 Battery Place
New York

THE

BEEGEE Perfect Ink Eraser

THE BEEGEE COMPANY
1133 Broadway
NEW YORK



A FRIEND to the bookkeeper and every other user of pen and ink. It erases quickly and smoothly, without the use of blades or acid, and does not injure the fabric of the paper.

The cutting surface is a brush composed of scientifically prepared fibres that cannot dull. The eraser is always ready for immediate use.

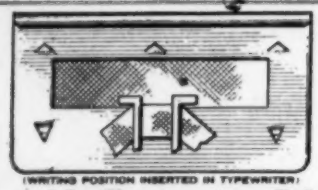
Now used in **The White House** and various departments of the **U. S. Government** at Washington, D. C., and in **State and City Departments** in almost **Every State of the Union** and by all the largest **Banks and Corporations in the country.**

DEALERS

Every user of a pen is a prospective buyer and a demonstration means a sale.

Write us for further information and dealers' discounts.

REVOLUTIONARY IMPROVEMENT!



(WRITING POSITION INSERTED IN TYPEWRITER)

A Portable Typewriter-Ribbon.

(ANY KIND OR COLOR—CHANGEABLE IN HOLDER)

IN LIEU OF 2-COLOR RIBBONS OR OTHER WASTEFUL AND LABORIOUS COLOR-EXPEDIENTS.
—DOUBLING TYPEWRITER RIBBON CAPACITY.
+REDUCING TYPEWRITING TIME AND LABOR.
USED INSTANTLY WITH ALL TYPEWRITERS—VISIBLE OR NON-VISIBLE

DOES 2-COLOR WORK AT A SAVING OF 45% OVER COST OF 2-COLOR RIBBONS.
REDUCES LABOR OF COLOR-WORK WITH 1-COLOR RIBBONS.

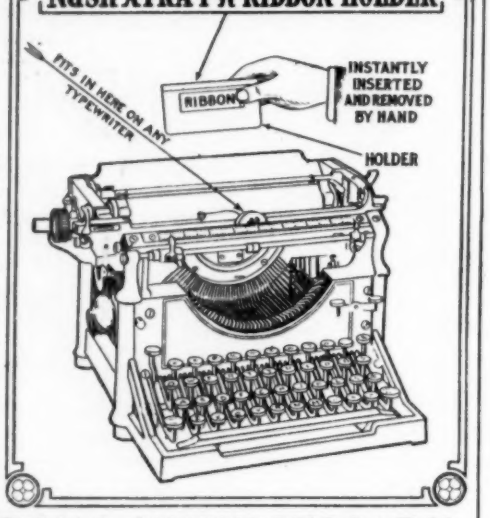
PROVIDES ANY NUMBER AND VARIETY OF PORTABLE EXTRA RIBBONS DIFFERENT FROM RIBBON IN TYPEWRITER.

MADE OF NON-RUSTING NICKEL, INDESTRUCTIBLE BY USE.

PRICE 50 CENTS IN U.S.A.
IN CASE WITH RED RIBBON INSERTED

*XTRA-RIBBONS, ANY KIND OR COLOR 30 CENTS DOZEN IN PACKS OF 6

Nash XTRA-T-W-RIBBON HOLDER



MAKES 2-COLOR RIBBONS UNNECESSARY.
Supersedes Other Wasteful Color-Expedients.

WHOLESALED—BY DEVICE CORPORATION, MFRS. BIG STONE GAP VA. (IN NORTH AMERICA)
BY THORP & MARTIN COMPANY BOSTON, U.S.A. (INTO AND NORTH AMERICA)

Booth FELT MATS

mean substantial economy in typewriters, adding machines and other office appliances, including office furniture. They deaden noise, eliminate destructive vibration, protect furniture from scratches, facilitate moving of machines on the desks.

Dealers: These mats are especially adapted to the office supply trade. Write us at once for further information.

N. E. BOOTH
644 PACIFIC STREET, BROOKLYN, N. Y.

OFFICE DEVICES, FURNITURE and SAFES
AT
ROCK BOTTOM PRICES

Rebuilders of typewriters, adding machines, time clocks, dictaphones, duplicating machines, New and second hand office furniture and safes. We enjoy facilities which enable us to make low prices. The goods are cheap in price only.

Write for price list today
It will save you money

Chicago Safe & Merchandise Co.
30-32 W. Lake St., Chicago

"GUNN" DESKS

THE GUNN FURNITURE COMPANY, Grand Rapids, Michigan
MAKERS OF
OFFICE DESKS, SECTIONAL BOOKCASES, FILING DEVICES
Catalogs on Request

office has been spending considerable time in November visiting with local agents in Iowa.

Pittsfield, Mass.

R. W. Corley, proprietor of "Ye Stationerie Shope," has added the Oliver typewriter as a side line to his regular business, co-operating with J. Schickler, who has charge of the western Massachusetts territory for the Oliver company.

Portland, Maine.

W. H. Bussell of this city has taken a position with the Oliver Typewriter Company and will travel in western Maine with headquarters here.

San Francisco, Cal.

Lee W. Sweetland has been transferred by the Oliver company from the cashiership of the local branch to a similar position at Cleveland. His successor here is Charles Hanford, until now assistant cashier.

* * *

C. J. Ellegood, former local agent for the Oliver in Elk City, Oklahoma, has been added to the local Oliver forces, and has made good from the start.

* * *

Brooke S. Ramey, formerly of Texas, has been added to the Oliver city sales force.

* * *

In commemoration of Mr. Campbell's second anniversary as manager of the San Francisco office of the Underwood Typewriter Company, the office force presented him with a handsome diamond pin, and expressed great satisfaction in having so congenial a man in charge of the business.

Savannah, Ga.

S. N. Johnston, formerly manager of the Miami subbranch of the Underwood Typewriter Company, is now traveling a country territory for this company under the Atlanta branch in south Georgia. He is making his headquarters in Savannah—P. O. Box 896—and reports southern typewriter business very encouraging.

Seattle, Wash.

B. J. Wingfield, former Oliver agent at Tonasket in this state, has been promoted to a traveling position in the Seattle territory. Another recent promotion in the Oliver ranks is that of Homer H. Hall, former Oakesdale agent, now in the Spokane division of the traveling staff.

* * *

Oliver Traveler W. G. Jones has established headquarters at Centralia, Wash., and has purchased a home there, removing his family.

* * *

Traveler A. W. Swasey for the Oliver is a new road man in this state who has been doing excellent work—in the "Sound" territory.

Spokane, Wash.

W. L. Littler is the latest addition to the Oliver city sales force. Traveler Drew is another newly made Oliver man. He is covering the Lewiston territory admirably.

Syracuse, N. Y.

The Smith Premier Typewriter Company have recently increased their repair department to take care of the increasing demand for rebuilt machines. They now employ more than 125 men in the rebuilding department, which occupies the old factory.

* * *

All the local typewriter factories closed down their plants, as usual, over Thanksgiving Day. L. C. Smith & Brothers generously gave their employes three days' vacation over the fall festival week.

* * *

Bowling seems to be the principal recreation among typewriter men just now. The L. C. Smith forces have formed a league among their various departments, and both the Monarch and Smith Premier works have good teams. The latter recently defeated the Monarch team by three pins, the total score being 2,616 and 2,613 for five-men teams.

* * *

The W. Y. Foote Company, 212 Warren Street, who have had the Oliver agency for several years, are now closing out their business in typewriters on account of lack of room to carry the stock. Their book and stationery business has so expanded that there is no longer space for typewriters.

* * *

H. W. Smith of the L. C. Smith & Brothers Typewriter Company was elected treasurer of the New York State Society for the Prevention of Cruelty to Children and Animals at its twenty-third annual meeting held at Elmira, November 15. Mr. Smith was also elected a member of the society's executive committee.

Waterbury, Conn.

F. W. Bradley is now traveling western Connecticut territory, with headquarters here, for the Oliver.

* * *

J. E. Kimberley, assistant manager of the Oliver Typewriter Company, in Boston, paid a visit recently to Harold Wells, the hustling Oliver local agent of this city. Through Mr. Wells' activities the Oliver has gained a strong foothold in Waterbury.

Typewriter Demonstrating Stand. Computograph Adding Machine on our Stand.

IDEAL Tubular Stands

complete the usefulness and convenience of such office appliances as adding machines, typewriters, envelope sealers, stampers, letter duplicators, coin counting, changing and assorting machines, laundry markers, phonographs, dictation and transcribing machines, letter copiers and other office appliance machinery. They are compact, sanitary, stronger, lighter, more rigid, and in every way superior to any other kind of stand for business office use.

They are made of cold-drawn, seamless steel tubing, highly finished; trimmings nickel plated and feet are equipped with easy revolving casters, that will not mar the floor, or with nickel plated ball feet, or rubber tips.

The typewriting demonstrating stand, shown, has a revolving table top, which can be locked in position so as not to revolve, permits demonstrator to show all sides of machine without moving from one position. Every retailer of these devices should have them on his floor.

If you are interested in a stand that will increase the value of your product, send us your specifications and we shall be pleased to submit sample with quotations.

The cuts herewith show but three of a great variety of Styles.

Our brands are used by most of the principal adding machine manufacturers and manufacturers of other business office machinery.

For further information and catalogue write the

Fowler-Manson-Sherman Cycle Mfg. Co.

Lake and Peoria Sts., Chicago, Ill.

The Machine You Need Is On Our Shelves

A large **new** stock of standard typewriters assures you instantaneous service.

A wide variety guarantees shipments to dealers the same day orders are received.

The following **VISIBLE WRITERS** at your command

Underwoods—Remingtons—L. C. Smiths—Olivers
Smith Premiers—Monarchs

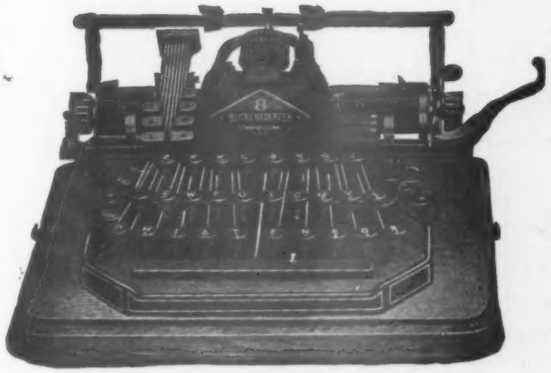
As the largest INDEPENDENT dealers in the world, we have stock to fit your needs, as well as the will and ability to serve them.

Write today for catalogue and prices

TYPEWRITER EMPORIUM

30-32 West Lake Street, CHICAGO, ILL. ESTABLISHED 1892

BLICKENSDERFER Typewriters



Visible Writing

Light Action

Interchangeable Type

Back-Spacer

NEW No. 8 MODEL

Equipped with DECIMAL TABULATOR for which no charge is made

SEND FOR CATALOG THIRTY-TWO

The Blickensderfer Mfg. Co.

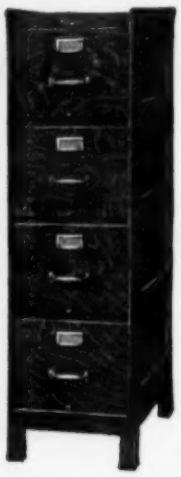
STAMFORD, CONN.

Dealers! We have agencies that claim they have increased their sales 400% since they changed over to our line of Office Filing Devices and Supplies. We can do the same for you. Will you give us a chance? We will be pleased to send you our full set of catalogues, with agency proposition on request.

Wagemaker

Filing Cabinets

Our line of Filing Cabinets consists of one hundred and sixty different pieces, such as Vertical Upright Cabinets, Standard Sectional Line, Wagemakerettes or small Sectional Line, Solid Card Index Cabinets, Check Files, Report Files, etc. We have many new features embodied in our Filing Cabinets which you should know about before deciding on a permanent line. We also manufacture a full line of Supplies.



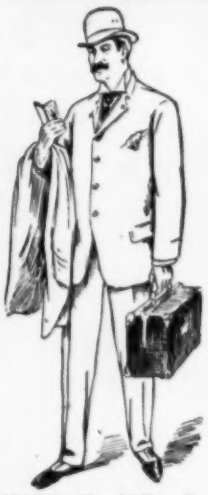
Office Wardrobes

The Wardrobe shown is 82" high, which is much higher than most wardrobes. It will take care of the longest ulster. Every part of the construction is made of built-up veneered stock so that we can guarantee this piece of furniture to last indefinitely. It is equipped with the best fixtures, such as hat shelf, mirror, umbrella and whisk broom holders, comb and brush tray, nickel plated extension coat fixture with six wishbone coat hangers, etc. Send for catalogue.

P. S. All goods made in Quarter-Sawed White Oak, Birch-Mahogany Finish and Solid Mahogany.

WAGEMAKER CO., Ltd., Grand Rapids, Mich., U. S. A.

Only $2 per 100



"The Man They All Know"

Beach's "COMMON SENSE" Travelers' Expense Book

The Cheapest and Best Books in the Market.

Traveling Men, Bookkeepers, Business Men all like them.

Samples Free Upon Application.

"I have used your books for several years, they are the best of the kind there is."—ARTHUR BARLOW.

PRICES:

Weekly Common Sense Expense Books, per 100 ..... $2.00
Monthly Common Sense Expense Books, per 100 ..... 4.00
Personal Expense Books, per 100 ..... 4.00

Liberal Discounts to Dealers.

E. H. BEACH, Publisher

DETROIT, MICH., U. S. A.

MONDAY

Name.....

Date..... .....19 ....

ITEMS	AMOUNT
Hotel at.....	
"	
"	
Cash Fare from.....	
To.....	
To.....	
To.....	
Mileage Books, . . .	
Excess Baggage, . . .	
Livery, ...	
Sleeping Car, ...	
Baggage Transfer, 'Bus, Etc.	
Telegrams, Postage, Etc. .	
Street Car, ...	
Total Expenses for the day,	

Digest of Foreign Press

Germany.

Schreibmaschinen-Revue (Berlin), October 23.—An authoritative and expertly handled discussion of similarities in the mechanisms of a number of typewriting, composing and molding machines, is this month's leading article, illustrated with two minute and clearly explained diagrams.

* * *

German Export Review (Berlin), October 25.—The English edition of this widely read German business magazine features "A New Automatic Telephone System"—that of the Felten & Guilleaume-Carlswerke Aktiengesellschaft of Nuremberg. Office equipment is represented by a brief account of the latest models of the firm of Eugen Zimmermann of Berlin, who is specializing in steel furniture for the German market.

* * *

Büro-Bedarf Rundschau (Berlin), November 1.—"A Word about General Agencies for Office Devices" treats indirectly of American selling conditions and contains much valuable information for the American manufacturer now having or contemplating German representation for his wares. Twin in interest to this contribution is one on the following page, headed "Office Appliance Branches in the Light of Recent Patent Statistics." Typewriters in Tripoli have made a noteworthy advance of late years, and an article on this subject is interesting, although failing, we think, to give an adequate idea of the use of American goods in that country. As usual, the advertisements in this number are striking and vivid in arresting use of bright color effects.

* * *

Das Kontor (Berlin), October.—A fine photograph of the Honorable Wilhelm Herz, president of the German Chamber of Commerce, is this month's frontispiece, followed by a well-written appreciation of his activities in behalf of the business interests of his country. Other articles of note are "Advertising of Today and Its Organization" and "The Art of Selling"—a clever preachment on modern ideas in salesmanship couched in the form of a short story.

* * *

Papier-und-Schreibwaren-Zeitung (Vienna - Leipsic)—November 1.—A review of some of the current European holiday novelties is a feature of this number which will interest American stationers.

* * *

Schreibmaschinen-Revue (Berlin)—November 6.—Besides some interesting and attractive advertising announcements of current foreign specialties, the best things in this issue are a discussion of new uses for the typewriter in special copying work and an exposition of the merits of the Ketten Adding Machine, a German device of peculiar construction.

England.

The Organizer (London)—November.—This number is notable for including the magazine's annual buyer's guide to office equipment, machinery, printing and service—a feature of much solid service to American as well as British buyers. Its editorial preface is a resounding democratic epigram from no less aristocratic a source than Sir William Lever: "Everybody engaged in industries and industrial production is a workman; I do not care whether he wears a workman's jacket or a black coat." The second article in the series by Robert Donald on "How to Build a Small Business" takes a broad-gauge view of the usefulness of advertising in extending a new industry. "Efficient Buying" is another practical article which deserves a wide reading.

France.

La Revue Dactylographique (Paris)—October.—A well thought out explanation of "Typewriter Fingering," including a number of new ideas and some new reasons for the old ones, is illustrated with diagrams supporting its conclusions. "The Commercial Institute of Constantinople" describes this institution, founded in 1903 by monks and developed into a powerful means for commercial education in Turkey. A group picture of its graduates is also shown. Editor Navarre, who has just returned from Morocco, gives an interesting description of the progress of the typewriter in that country, and there is also a sprightly discussion of letter-writing, with amusing instances of how not to do it, taken, apparently, from actual correspondence.

Italy.

L'Ufficio Moderno (Milan)—October 1.—Three articles in this number repay careful study—a description of the latest improvements in the Corona Typewriter, with special reference to the Standard Folding model; a review of a new book by N. Cassella, suggesting a revision of the type-key arrangement on the universal keyboard, and an exceedingly well informed discussion of "Advertising by Suggestion," which reads very harmoniously with several recent articles on this theme in our leading advertising journals—another proof that modern ideas of business are essentially international.

To Manufacturers—

of Stationery,
Account Books and
Stationers' Sundries

A London firm of the highest standing, which has had for some years an American Agency, and has upwards of 2,500 customers amongst good retail stationers in the British Isles, and a staff of travelers and good organization, is open to undertake the exclusive agency for any articles usually supplied by stationers.

Hazell, Watson & Viney, Ld.
52 Long Acre, London, W. C.

F. W. HEYTHEKKER
Office Appliance Dealer in
AMSTERDAM HOLLAND

Specially organized for the sale of small attractive articles, furniture, etc. Will be pleased to receive catalogs and prices from manufacturers. Sole dealerships preferred. Wholesale and retail.

Louis Fournier-Forquignon
TYPEWRITER DEALER
34 Rue des Petites-Ecuries
PARIS, FRANCE

Is in the market for typewriter specialties and alliedsupplies for office use.

W. J. TOMS, KOBE, JAPAN
16 A, Shimoyamate-Dori, 2 Chome

Prepared to act as special representative for American magazines. Thorough knowledge of country and conditions. Prepared to give names and business standing of Japanese importers of American products. Also exporter of Japanese embroidery and fancy silk articles which can be sent by parcels post.

Office Appliance Manufacturers

who want active representation by an established house in Argentine Republic, the most important market in South America, should write to

BILLIET & CIA.,
361 Reconquista BUENOS AIRES

HUNGARY
Gluck M. Ödön
Budapest, VI.
Liszt Ferencz-tér 18.
is always open for novelties as Dealer or Agent.

P. CASTELLI & CO.
Via Dante 4, Milan, Italy

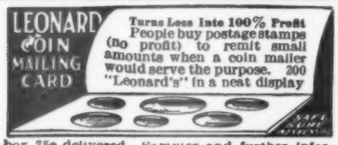
with splendid offices and show rooms are open for exclusive agencies for Italy and Colonies in all new and practical office appliances. Best references.

THE REX CO.,

Established Dealers in Office Supplies and Agents for an American typewriter,

VIENNA, AUSTRIA

are always ready to consider agency propositions from American manufacturers.



box 75c delivered. Samples and further information free. The Detroit Coin Wrapper Co., 371 Harper Ave. Detroit Mich. Toronto, Can.

Plain Oak. Golden Finish. Height 30 inches. Depth 32 inches. 5-ply built up writing bed.
No. 339, Length 42 inches.....**Price $13.50**

A desk value of which every dealer should take notice. Write for catalog and full particulars.

HENDERSON DESK CO., Henderson, Ky.
Export Office, 17 Battery Place, New York

The Supremacy of Quality
IN
NEIDICH PROCESS
"CARBONS AND RIBBONS"

is the stronghold of the Most Successful Dealers who insist upon and have conclusively found—the most GENUINE VALUE for their money in our line.

With a true appreciation of the needs of the Dealer, we supply the finest qualities at the lowest prices they can be made for.

Your *confidence* and *goodwill* are esteemed above your patronage, and this principle is manifested in *values* and *efficient service.*

REFLECT—on the advantages we offer you. Let us quote you on Carbon Papers and Typewriter and Duplicating Ribbons. Write—TO-DAY.

NEIDICH PROCESS CO., BURLINGTON, N.J.
P. CASTELLI, Continental Agent, Casella Postale909, Milan, Italy

IT SELLS ITSELF

OFFICE SUPPLY DEALERS: DON'T OVERLOOK IT
WRITE QUICK FOR THE AGENCY

UHL ART STEEL TYPEWRITER TABLE AND CABINET

SAVES TIME, RENT and MATERIALS and INCREASES EFFICIENCY

This Stand has so many good features, and so thoroughly overcomes *all* the objections of the old-style wood typewriter desk, that it practically sells itself. Sold under an unlimited "Satisfaction or Money Back" guarantee. ¶ Our national advertising, featuring the 15 Days' Free Trial, together with the work of our Sales Department in digging up prospects for you in your community, make the agency for our Stand a source of big and steady profits for you.

15 Days' Free Trial

Occupies only 4 square feet as compared with the 10 square feet taken up by the old-style desk.

WARNING
Beware of imitations. Insist on the original "Uhl" cabinet, perfected by years of experience. Look for our name, near lock-strike plate.

100% PRACTICAL

DESCRIPTION: Rigid steel frame, absolutely indestructible, ample space for full week's supply of stationery. Wood platforms—velvet under operation. Easily moved when on casters, half turn of lever makes it rigid and immovable. Sides fold up and steel top rolls down and locks.

Write Today for Our Special Proposition

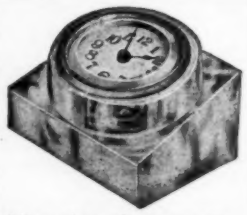
THE TOLEDO METAL FURNITURE COMPANY, 2285 Dorr Street, TOLEDO, OHIO
Makers of Famous Uhl Art Steel Furniture

NEW DESIGNS IN OFFICE CHAIRS

Every Office Supply Dealer should have our latest catalog showing the newest designs in high grade Milwaukee Fine Office Chairs. Write for a copy of book "A" today.

MILWAUKEE CHAIR CO.
General Sales Office
900 Michigan Ave., CHICAGO
Eastern Office 42 W. 28th St., New York City
Factory Milwaukee, Wis.

A QUICK SELLER



Because nothing appeals to the office man more directly than an accurate

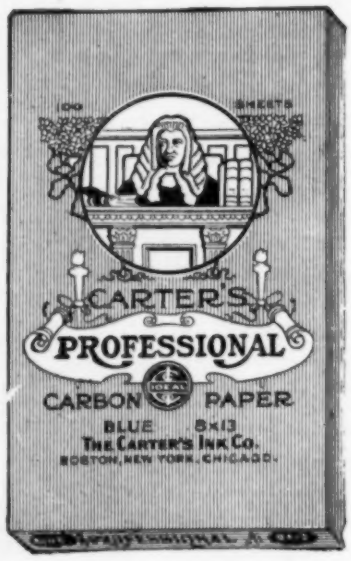
Desk Clock

An attractive paper weight; a handsome dial, and a case of sparkling glass—3½ in. square. The top is on an angle, so the dial is easily seen

Sent anywhere prepaid for $1.50.

Sold by Stationers and Office Outfitters generally.

H. D. PHELPS
37 Beaver St. Ansonia, Conn.



An Ideal Carbon

always bears the name

CARTER'S

and can be relied upon to bring profit to the dealer and satisfaction to the user.

Be sure your customer has the "Ideal" Carbon best suited to his needs—there's a Carter's "Ideal" for each different class of work.

Carter's "Ideal" Typewriter Ribbons stand alone for excellence.

Catalogue on request.

The Carter's Ink Co. Boston New York Chicago

A Word with the House Organ

Pulling Power for September is filled with solid sense set out in a crisp and sprightly style. "Anybody can cut prices, but it takes brains to produce a better article," remarks the opening page, and the leading editorial comments forcibly on this text with specific reference to modern trade conditions. "Dress the Part" applies the logic of personal impression to the problem of effective sales-letters. The number is packed full of bright and clever epigrams, such as "A certain amount of pessimism is good for a man, to paraphrase David Harum and the fleas; it keeps him from being too much of an optimist," and "When a salesman quotes me an exceedingly low price I cannot help wondering, 'What's the matter with the goods?' "

* * *

The Blakely Printing Company, 418-430 South Market Street, Chicago, combines house organ, folder and calendar in a monthly issue in dainty brown entitled "Between Forms." Number 14, with the November calendar, announces the opening of the new home of the company, at the address just mentioned, and cordially assures the trade of an extension of the Blakely service policy as a result of better facilities.

* * *

The flag of confidence flies just a little higher throughout the pages of the Oliver Bulletin for November 10—the result of the intensifying enthusiasm in the organization over the great W. G. M. Special Quota Contest. The Briggs cartoons keep up their merry gait, and the editorials are replete with the spirit of co-operation and concentrated effort. Walt Mason contributes one of his inimitable prose-poems on "The Knockers." William E. Truog, commander, Division B, General Oliver Field Division, wins the honor of the cover picture, and there are many interesting feature photographs within.

* * *

"Powers and Possibilities of the Salesman" is another in the series of readable articles which Professor Samuel E. Webb of Northwestern University is contributing to The Graham Light—house organ of John W. Graham & Company of Spokane, Wash. It includes the startling statement that the average man uses only 25 per cent of his physical powers and 10 per cent of his possible mental force. The point is a plea for that efficiency which is won by harmonious concentration.

* * *

The Y and E Idea for November vividly illustrates the continuous progress of that well-known house. An opening article on the recent achievements of Oscar Moeller, the company's Cleveland manager, is followed by a lively quality of news matter, including a number of promotions. Some fine photographs of various Y and E executives follow, and the staff reporters have helped to fill this issue with a large number of interesting personal items.

* * *

There is a new face in the House Organ Gallery this month—The Standard, a compact and interesting publication put out by the Boorum & Pease Company. It is issued especially in the interests of dealers who handle or are interested in the company's products. Special articles on pertinent trade topics occupy its pages, a notable one in this number being that on "The Factories Behind 'Standard' Goods," with illustrations. The Boorum & Pease Company announces in this first issue the formation of a picture club, members of which will be awarded liberal cash prizes for winning displays of "Standard" loose-leaf devices and blank books.

* * *

A fine photograph of A. L. Claflin, new manager for Great Britain of the Underwood organization, adorns the frontispiece of the October Underwood News. Like all the pictures in this number, it is exceedingly clear and well printed. As in several recent issues, Miss Florence Wilson receives much interesting prominence. A group picture of "Our Girls," being Underwood speed leaders; a photograph of her "record-breaking" fingers in action on an Underwood machine, and the reproduction of a very artistic poster in which she is seen seated, used widely by the Underwood Company in various advertising literature, all recall Miss Wilson's recent achievements pleasantly.

* * *

The Efficiency Bulletin's joint number for October and November is unusually large, bright and interesting, both in reading matter and in its reflection of the steady progress of the Kalamazoo Loose Leaf Binder Company, which it represents. The opening article is "Who's Your Boss?" and the question is answered as follows: "Every man, if he only knew it, is his own boss, and the reason one man is a success and another man a failure is because one man is a particularly good boss and the other a decidedly poor one." "Smartness and Shrewdness" is another pungent appeal for fair play in business, and "The Man Who Hustled" is a clever business fable which reaches the mark.

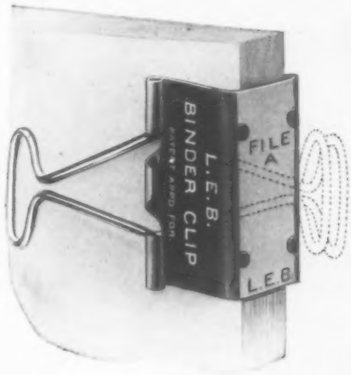
SIMONSON

Patented Metal Tip Guides, for vertical letter files, card systems, and check files.

FREE

Samples will be sent on request.
Discounts to dealers.

R. A. SIMONSON & CO.
152 MICHIGAN AVE.,
CHICAGO, ILL.



The "Cado" Brand "L. E. B."

BINDER CLIP

Will instantly make a book of any papers, with the title on its back. You can instantly remove any paper therefrom, or add any paper thereto. It is the simplest, cheapest and most handy filing system ever devised. It also adapts itself perfectly as a valuable auxiliary to present filing systems. Letter files are kept on shelves just the same as books.

PRICES

*No. 2	(⅜ in. capacity),	4c each;	40c per doz.
No. 5	(⅝ in. capacity),	5c each;	50c per doz.
*No. 6	(⅝ in. capacity),	5c each;	50c per doz.
No. 10	(1¼ in. capacity),	10c each;	$1.00 per doz.
*No. 11	(1¼ in. capacity),	10c each;	$1.00 per doz.

*With tabs on back for INDEX. See illustration above.

Write for circular and trade prices.

CUSHMAN & DENISON MFG. CO.
240-242 West 23rd St. :: :: New York, U. S. A.

RUBY RUBBER BANDS

THIS brilliant red band, unusual not in color alone but in elasticity and strength, is now put up in twelve different assortment boxes retailing from 10 cents to $2.00 each. The **RUBY** is the best band of the times. The boxes are in keeping.

Samples and full information sent upon request.

EBERHARD FABER: NEW YORK

PINS

BANK, PYRAMID
AND
CUSHION PIN ROLLS

CRESCENT BRASS & PIN CO.
DETROIT, MICHIGAN

Account for Every LABOR MINUTE

Here is the one logical method of keeping an accurate account of when you received and when you sent out letters, orders, contracts, etc. It will avoid all disputes, as it records every minute of the day or night.

Follett's NEW MODEL Time STAMP

Absolutely automatic, requires no attention and is the only POSITIVELY ACCURATE register on the market

LIBERAL PROPOSITION TO LIVE AND RESPONSIBLE DEALERS AND AGENTS

WRITE FOR FULL INFORMATION

FOLLETT TIME REC. CO.
671 Hudson Street, NEW YORK CITY
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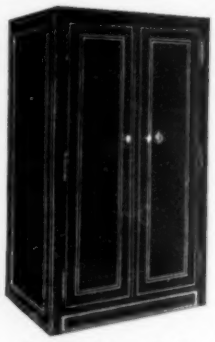
Crown Steel Furniture

FOR OFFICE USE



Crown Modern Safe

The Crown products are modern, convenient, sanitary and everlasting. The line is complete, embracing: *Filing Cabinets, Flat and Roll Top Desks, Crown Modern Safes, and Special Equipment for Offices, Banks, Court Houses and Public Buildings.*

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The drawers in Crown Furniture operate without friction and are not affected by climatic changes.

The Crown Modern Safe has more than twice the capacity of the ordinary safe. It is designed for Office use and offers security to papers and records without being cumbersome.

CROWN METAL CONSTRUCTION CO.

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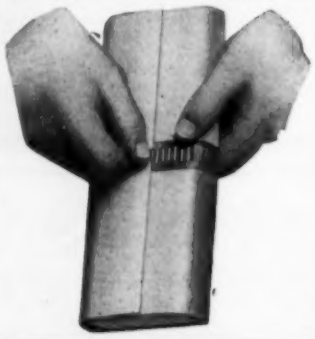

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will show you how. It is a complete gazetteer of all that is newest and best in office equipment and systems. It will keep you in touch every month with more than two hundred leading manufacturers in this field. The special articles are of practical value.

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Made of oak. Golden or Mission finish. Complete with drawer and slide. $25.00 per dozen. 1 dozen to crate. Size: 17x32 inches, 26 inches high.

A MONEY MAKER FOR DEALERS

THE BROOME MFG. CO.

PERU, INDIANA

Catalogues and Bulletins

One of the neatest little booklets recently mailed to the office appliance trade is that entitled "Through the Office Gate," and illustrating the value of the Globe-Wernicke furniture lines. The front and back cover, spread out together, show an office interior, handsomely appointed in the G-W lines. The inside pages, trimly bordered in slate-brown, discuss such practical business questions as "Office Standardization," "The Impressive Office," "Conservation in the Office" and "Adding Security to Convenience." Each page-talk is complete in itself, and each adds one more telling argument for the Globe-Wernicke goods.

* * *

A handsome new 32-page booklet just sent out by the Yawman & Erbe Manufacturing Company of Rochester, N. Y., tells "How to Transfer Papers and Records" in an interesting and compact style. The cover is an attractive design in black and tan on a fawn colored stock. The contents show clearly the case with which filing is simplified under the "Y and E" Direct Name System. All that is necessary is to remove the folders and their contents, and to place them in transfer cases. The tabs then serve as guides in the transfer file, and the celluloided pressboard guides, with their alphabetical-numerical index, remain in the current file for permanent use. The Duplicate Equipment Method's advantages are also clearly shown, and a sample instance of filing for three years by the "Y and E" method lends concrete value to the argument. Prices are printed on the same page with the supplies.

* * *

A well printed catalogue is that of Jacob & Josef Kohn of Vienna, with American branches in New York, Chicago and Toronto, Canada. The cover is on stout marbled stock of an impressive shade of slate-grey, and the 116 pages within are comfortably filled with all the wide and staunchly built variety of furniture for which this house is internationally noted. Ten pages are devoted to office chairs, in which the field of modern business wants is amply covered. Several new models in both saddle and cane seats will invite attention. Other office lines included are costumers, counter chairs, store stools, office tables, telephone tables and typewriter chairs.

* * *

The Blanchard Press, 418 West Twenty-fifth Street, New York City, is sending out four neat little pieces of practical advertising matter, which include a card imprinted with a bit of clever verse, entitled "A Salesman"; a slip advertising the handy little Blanchard's Reminders Calendar; a telephone message memo, and Blanchard's Reminders Pad. All will find immediate use in many a busy office.

* * *

The annual catalogue of the Alexander Hamilton Institute of Astor Place, New York City, contains interesting proof of the solid commercial instruction which is given at this institution. "Business, like law and medicine, is rooted in science," is the foreword, and both the scientific and practical character of the Hamilton tuition is illustrated in this book, which is well printed and handsomely bound.

* * *

A new Globe-Wernicke mailing folder, just out, printed in three colors and emphasizing the value of the house's files as a chief factor in a smoothly running office system, is a good example of direct advertising, with every part of the layout in balance and the accompanying reading matter terse and forceful.

* * *

A fine loose leaf catalogue is that of Terrell's Equipment Company, Grand Rapids, Mich., enclosed in a smart brown folder and covering thoroughly with some excellent photographic reproductions the line of steel lockers, cupboards and shelving for which this house is noted. The simplicity and convenience of this method of cataloguing should recommend it widely to up-to-date firms. Besides the economy of attention, there is the advantage of removing the desired sheets for insertion with the order to the house.

* * *

The "Quality" office chair line of C. A. Cook Company, Cambridge, Mass., is admirably catalogued in a scarlet-covered loose leaf booklet of another and equally interesting type. Two brass clips here hold the sheets together, making release easy and at the same time keeping the bound volume compact and shipshape. Office and typewriter chairs, settees and stools are here exploited very attractively, the spring back attachment being described at some length.

* * *

Catalogue 404 of the Ross Cabinet Company, Otsego, Mich., is devoted to Ross Anti-Friction Ball Bearing Filing Devices. Each class of devices receives a page of its own, and the arrangement is both pleasing to the eye and readily grasped.

TURTON'S
"SPRING CUSHION"
Typewriter Feet

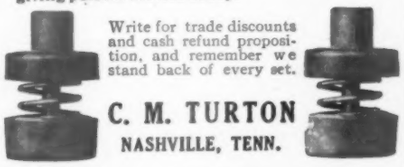
Save Ribbons, Carbons, Repairs Soften Touch, Increase Speed

—producing these results from **special** SPRINGS each being regulated in **exact accordance with** the **weight and vibration** of the **make** and **model** it is intended to support. This feature of **mechanical accuracy** is exclusive with these "cushions," and it is only through adhering to **strictly mechanical construction** that it is possible to secure **perfect mechanical results;** besides, springs constructed relative to the use intended for them, will practically last forever—hence our **unlimited guarantee.**

They are attached directly, and permanently, to the machine.

While they **reduce** the **noise fully 50%,** this is a minor advantage compared with **saving in ribbons** and **carbon paper, reduction of wear on the machine** and chiefly, in our opinion, **producing a "velvety" touch,** which enables the operator to do **more and better work** and **with less fatigue.**

These attachments are not an experiment —sets that have been in use three years are giving perfect service today.



Write for trade discounts and cash refund proposition, and remember we stand back of every set.

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$1.45 Per M up

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We make them for all machines. Special prices and discounts. Cover fabric sample and catalog on request.

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COBWEB CARBON PAPERS
SATIN FINISH TYPEWRITER RIBBONS
GOLD SEAL TYPEWRITER RIBBONS

The proof of the pudding is in the eating, and the test of ribbon or carbon efficiency is by constant use. The four lines we feature stand that test. Wherever they are fairly tried, they stay. The best of materials, expertly handled by skillful workmen, has given "LITTLE" lines this permanent prestige.

It is a prestige that gives the "LITTLE" dealer a big and steady advantage in catering to his trade. Get the line that gets the re-order, and you get the **first** order too, in the long run. That's "LITTLE." Let us send you samples to prove it.

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The New York Office is a spacious ground floor at **287 Broadway, Cor. Reade St.,** the largest, finest and best equipped offices in the world, devoted solely to Typewriter Supplies. Dealers, Typewriter Men, Purchasing Agents always welcome.

PATENTS

1,035,397. Penholder. George E. Stuart, Logan, W. Va.

1,035,409. Typewriting Machine. Charles H. Bell, Thomastown, Conn., assignor to Frederic W. Hilliard, Tottenville, N. Y.

1,035,475. Pocket Adding Machine. Paul E. Sachrendt, Brooklyn, N. Y.

1,035,538. Duplex Fountain-Pen. George A. Cooper, Oak Park, Ill.

1,035,649. Feed Mechanism for Typewriters. Jasper H. Stanfield and Lewis D. Stocking, Muskegon, Mich.; said Stanfield assignor to said Stocking.

1,035,652. Mechanical Cashier. Thomas L. Stroud, Washington, D. C., assignor to The National Cash Register Company, a corporation of Ohio (incorporated in 1906).

1,035,664. Typewriter Desk. Jens Vaaler, Chicago, Ill., assignor to The Clemetsen Company, Chicago, Ill., a corporation of Illinois.

1,035,665. Fountain-Pen. Francis W. Vaughn, Jr., West Medford, and Henry J. Upton, Somerville, Mass., assignors to Vaughn-Upton Company, Boston, Mass., a corporation of Massachusetts.

1,035,708. Cash and Autographic Register. Max Jacob, Berlin, Germany, assignor to The National Cash Register Company, Dayton, Ohio, a corporation of Ohio.

1,035,747. Shuttle-Shield Frame for Typewriters. John A. Ruffin, New York, N. Y., assignor to Hammond Typewriter Company, a corporation of New York.

1,035,750. Typewriting Machine. Mario Schiesari, Turin, Italy.

1,035,769. Temporary Binding Device. Edwin C. Bigelow, New York, N. Y.

1,035,778. Tabulating Mechanism for Typewriting Machines. Theodor Eugen Buschmann, Chemnitz, Germany, assignor to the firm of Wanderer Werke vorm. Winklhofer & Jaenike A. G., Chemnitz, Germany.

1,035,818. Ruler Attachment. William A. Caldwell, Manila, Philippine Islands.

1,036,565. Cash and Credit Register. Edmund S. Church, Dayton, Ohio, assignor to The National Cash Register Company, Dayton, Ohio, a corporation of Ohio.

1,036,614. Adding Machine. Jervis R. Harbeck, Chicago, Ill., assignor to Charles W. Shonk Company, Chicago, Ill., a corporation of New Jersey.

1,036,686. Cash-Register. William H. Muzzy, Dayton, Ohio, assignor to The National Cash Register Company, Dayton, Ohio, a corporation of Ohio.

1,036,741. Calendar Pad and Holder. John C. Stevens, Malden, Mass., assignor to Acme Service Company, a corporation of Massachusetts.

1,036,774. Machine for Cutting and Printing Bank-Notes. Robert H. Arney, Toms River, N. J., and William J. Arney, Potts Grove, Pa.

1,036,873. Money Holder. Bert C. Maxwell, Canton, Ohio.

1,036,921. Combined Typewriting and Computing Machine. Arthur W. Smith, New York, N. Y., assignor to Yost Writing Machine, Ilion, N. Y., a corporation of New York.

1,036,947. Typewriting Machine. Clio B. Yaw, New York, N. Y., assignor to Wyckoff, Seamans and Benedict, Ilion, N. Y., a corporation of New York.

1,037,024. Cover-Holder for Books. Reinhold Krumming, Milwaukee, Wis.

1,035,846. Stamp Moistening and Affixing Device. Howard W. Beaver, Pittsburgh, Pa., assignor of one-half to Wellington H. Milligan, Clairton, Pa.

1,035,878. Loose-Leaf Book Construction. Edward W. Hill, Jamaica, N. Y.

1,035,928. Typewriter. James A. Whitcomb, McAlester, Okla.

1,036,149. Fountain Pen. George Rentz, Wells, Minn.

1,036,332. Sealing Machine. Walter C. Powell, Newark, Ohio.

1,036,375. Adding Machine. Toyoharu Teraoka, Los Angeles, Cal.

1,036,388. Typewriting Machine. John Waldheim, Newark, N. J., assignor to Union Typewriter Company, Jersey City, N. J., a corporation of New Jersey.

1,037,215. Pen. Ralph P. De Vault, Battle Creek, Mich.

1,037,264. Combined Pass Book and Bill File. Frank W. Kimmel, Altoona, Pa.

1,037,292. Loose-Leaf Binder. Lucena M. Morden, Waterbury, Conn.

1,037,293. Loose-Leaf Binder. Lucena M. Morden, Waterbury, Conn.

1,037,296. Clipping File. John H. Neuhauser, Shelby, Ohio.

1,037,314. Loose-Leaf Binder. William S. Proudfit, Jr., Chicago, Ill.

1,037,315. Loose-Leaf Binder. William S. Proudfit, Jr., Chicago, Ill.

Copies of any one of these patents can be obtained by sending 15 cents in stamps to E. G. Siggers, patent lawyer, Suite No. 33, N. U. Building, Washington, D. C., by mentioning Office Appliances.

1,037,350. Combined Type-Writing, Adding, and Subtracting Machine. John A. Smith, Harrisburg, Pa., assignor to Elliott-Fisher Company, New York, N. Y., a corporation of Delaware.

1,037,356. Calendar-Pen. Lazar Stefonowitch, Chicago, Ill., assignor of one-half to Charles Kavacewich, Chicago, Ill.

1,037,373. Continuous Tablet. Thomas Marion Vaughan, Lawton, Mich., assignor by direct and mesne assignments to Michigan Metal Products Company, Battle Creek, Mich.

1,037,399. Locking Device for Type-Writing Machines. Henry Herbert Yelf, Southsea, England.

1,037,463. Coupon-Strip Type-Writing Machine. William E. Freeman and Charles C. Worth, New York, N. Y.

1,037,476. Account-File. Whitfield J. Hainer, Providence, R. I., assignor to Hainer Bookkeeping Machine Company, Providence, R. I., a corporation of Rhode Island.

1,037,521. Combined Type-Writing and Adding Machine. William H. Pike, Jr., Orange, N. J., assignor to New York Adding Typewriter Company, Orange, N. J., a corporation of Missouri.

1,037,564. Pocket Type-Writer. Henri Viry, Ramberville, France.

1,037,607. Desk Pad. Matthew W. Floto, Chicago, Ill.

1,037,627. Type-Writer Desk. James S. Hunter, Boston, Mass.

1,037,640. Computing Table. John Knause, Locust Corner, Ohio, assignor of one-half to Charles O. Hays, Locust Corner, Ohio.

1,037,646. Pencil-Holder. Rudolph Lewis and John Straka, Kansas City, Mo.

1,037,660. Fountain-Pen. Felix Riesenberg, New York, N. Y.

1,037,912. Filing Device. Frederick Howard, Dayton, Ohio.

1,037,917. Signaling Device for Cash Registers. Max Jacob, Berlin, Germany, assignor to The National Cash Register Company, Dayton, Ohio, a corporation of Ohio.

1,037,967. Cash Register. William H. Muzzy, Dayton, Ohio, assignor by mesne assignments to The National Cash Register Company, Dayton, Ohio, a corporation of Ohio.

1,037,981. Type-Writer. John B. Pickett, Grand Rapids, Mich., assignor of one-fourth to Ernest M. Vrooman, one-eighth to John W. Pfeiffer, and one-eighth to Serenus D. Ketchum, Edmore, Mich.

1,038,034. Fountain-Pen. Tetsusaburo Watanabe, New York, N. Y.

1,038,068. Fountain-Pen. George F. Barrett, Ridgefield Park, N. J.

1,038,112. Pencil-Sharpener. Frederick A. Fricker, Scranton, Pa.

1,038,218. Alarm for Type-Writers. George Herman Smiley, Harrisburg, Pa., assignor to Elliott-Fisher Company, Harrisburg, Pa., a corporation of Delaware.

1,038,219. Hand Stamp. Arthur P. Smith, Springfield, Mass.

1,038,265. Envelop-Moistening Device. Donald C. Baker, Canal Dover, Ohio.

1,038,331. Filing Cabinet Unit. Marcus P. Exline, Dallas, Texas, assignor to American Mailing System Co., Chicago, Ill., a corporation of Illinois.

1,038,341. Office Paper File. Frederick G. Hantner, San Francisco, Cal.

1,038,350. Calculating Machine. George W. Goss, St. Louis, Mo., assignor to Goss-Acrey Calculator Company, St. Louis, Mo., a corporation of Missouri.

1,038,406. Envelope, Card and Sheet Feeder for Type-Writers. William H. McArdle and Robert B. McArdle, Camden, N. J.

1,038,452. Time-Book. John M. Spiker, Aurora, Ill.

1,038,459. Transparent Panel for Envelopes. Willard E. Swift, Worcester, Mass.

1,038,464. Calculating Machine. Franz Trinks and Carl Schaller, Brunswick, Germany.

1,038,486. Multiple-Writing Machine. John S. Brand, Fairhaven, Mass., assignor by direct and mesne assignments of one-half to F. Amos Johnson, South Orange, N. J., and one-third to William E. Brand, Boston, Mass.

1,038,660. Ribbon-Spool for Adding Machines. William A. Rotter, Chicago, Ill.

1,038,703. File Cabinet. Richard Wm. Wood, New York, N. Y.

1,038,738. Pen and the Like. Paul Jean Fouquier, Paris, France.

1,038,742. Rubber Stamp Cabinet. Calder C. Gibson, Buffalo, N. Y.

1,038,743. Fountain or Self-Feeding Pen. Horace Gilbert, Drummoyne, New South Wales, Australia.

1,038,774. Computing Machine. Fred L. Manny, Benton Harbor, Mich., assignor of one-half to Charles W. Haas, Chicago, Ill.

1,038,857. Self-Sharpening Pencil. Newton Crane, Boston, Mass., assignor by mesne assignments, to Self-Sharpening Pencil Company, Providence, R. I., a corporation of Rhode Island.

1,038,890. Calculating Machine. Francis A. Hopkins, Chicago, Ill., assignor to Carlin Calculator Company, Chicago, Ill., a corporation of Illinois.

1,038,906. Type-Writing Machine. Emmit G. Latta, Syracuse, N. Y., assignor of one-half to Harvey A. Moyer, Syracuse, N. Y.

1,038,907. Emmet G. Latta, Syracuse, N. Y., assignor of one-half to Harvey A. Moyer, Syracuse, N. Y.

1,038,974. Combination Table and Desk. Christian F. Schulz, Chicago, Ill.

1,039,047. Loose-Leaf Binder. Bernhard Glaser, Chicago, Ill., assignor of one-half to Alexander B. Seelenfreund, Chicago, Ill.

1,039,130. Adding and Writing Machine. Hubert Hopkins, St. Louis, Mo., assignor to Addograph Manufacturing Company, a corporation of Missouri.

1,039,168. Counting Machine. Robert A. Melton, Stockton, Cal.

1,039,178. Shifting Attachment for Type-Writers. Christian Olson, Everett, Wash.

1,039,207. Loose-Leaf Binder. Eldridge Stanton, Toronto, Ontario, Canada.

1,039,245. Calculating Instrument. Clarence A. Bishop, New York, N. Y.

1,039,252. Safety-Envelope. Mira E. Caldwell, Lynn, Mass.

1,039,373. Interest Calculating Device. James J. Fitzgerald, Chicago, Ill., assignor of one-third to Donald Rawstrom and one-third to Henry Rawstrom, Chicago, Ill.

1,039,455. Calculating Apparatus. William H. Sleight, St. Louis, Mo.

1,039,472. Type-Writer Key and Type-Bar Mechanism. Jesse Alexander, New York, N. Y., assignor of one-half to Theodore A. Reed and one-half to William Grosvenor Ridgway, Brooklyn, N. Y.

1,039,473. Type-Writing Ribbon Mechanism. Jesse Alexander, New York, N. Y., assignor of one-half to Theodore A. Reed and one-half to William Grosvenor Ridgway, Brooklyn, N. Y.

1,039,567. Envelope. Albert W. McGuire, Carmel, Me.

1,039,614. Calculating Machine. Franz Trinks, Brunswick, Germany.

1,039,634. Rack for Rubber Stamps. George W. Barnett, Chicago, Ill.

1,039,758. Pencil and Pen Clip. Fred J. Klein, New York, N. Y.

1,039,761. Counting-Machine. Ivert Larsen, Chicago, Ill.

1,039,766. Manifolding Salesman's Check. Edward Z. Lewis, Chicago, Ill., assignor to The General Manifold and Printing Company, Franklin, Pa., a corporation of Pennsylvania.

1,039,775. Calculator. Henry A. Mensing, Rochester, N. Y.

1,039,783. Adding Machine. William H. Muzzy, New York, N. Y., assignor to National Cash Register Company, Dayton, Ohio, a corporation of Ohio.

1,039,789. Check Perforator. Marshall H. Page, San Francisco, Cal.

1,039,899. Envelope. Ernest E. Cole, Chicago, Ill.

1,039,920. Ribbon Mechanism for Type-Writers. Harry A. Foothorap, Harrisburg, Pa., assignor to Elliott-Fisher Company, Harrisburg, Pa., a corporation of Delaware.

1,039,979. Stenographer's Desk. James C. Long, Goldthwaite, Texas.

1,040,004. Envelope and Advertising Device. John G. Patton, Philadelphia, Pa.

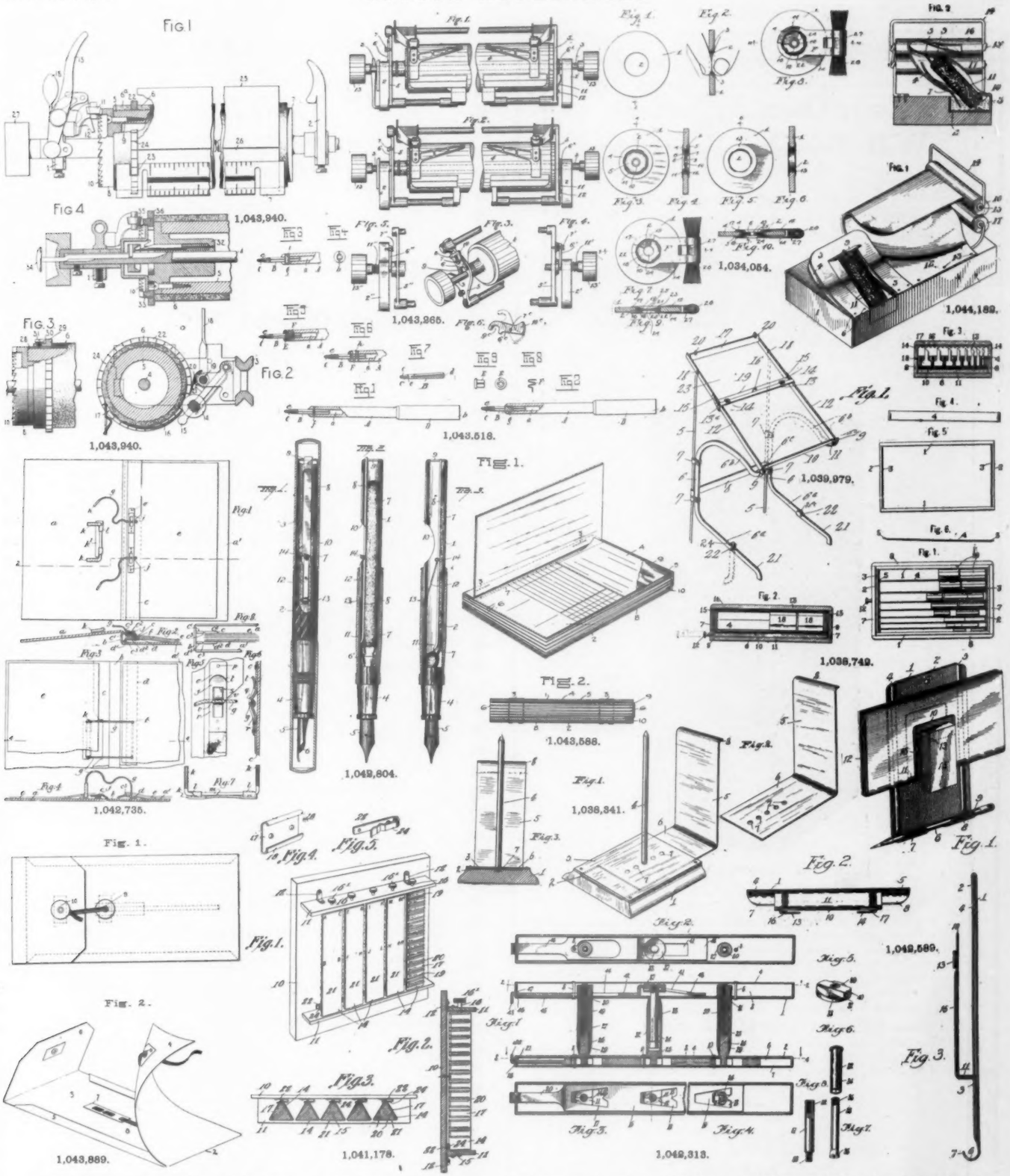
1,040,010. Drawing Board. Eddie Joseph Potvin, Moosup, Conn.

1,040,042. Type-Writing Machine. Arthur W. Smith, New York, N. Y., assignor by mesne assignments to Union Typewriter Company, Jersey City, N. J., a corporation of New Jersey.

1,040,048. Pencil Sharpener. Joseph D. Stassart, Portland, Ore.

1,040,059. Calculating Machine. Franz Trinks, Brunswick, Germany.

1,040,069. Pencil-Sharpening Machine. Edgar P. Webster, Bridgeport, Conn.



No. 1,043,940. Paper-feeding mechanism for typewriter, providing also a combined paper guide and line indicator; patented Nov. 12, 1912, by John F. Judd, of Indianapolis, Ind., assignor to the Monarch Typewriter Company, of Syracuse, N. Y.—No. 1,043,265. Improvement in typewriter construction whereby on erasure of a word already written, another word containing one more letter may be substituted in the same space, leaving an equal spacing between the preceding and succeeding words, without apparent crowding; patented Nov. 5, 1912, by Charles L. Springer, of Uniontown, Pa.—No. 1,043,518. Pencil holder with adjustable core; patented Nov. 5, 1912, by Engelbert Gerspacher, of Vienna, Austria-Hungary.—No. 1,034,054. Eraser mechanism; patented July 30, 1912, by John Auld, of Chicago, Ill.—No. 1,044,182. Envelope moistening and sealing device; patented Nov. 12, 1912, by Thomas Humphrey, of Brookville, Pa.—No. 1,042,735. Binder for loose sheets; patented Oct. 29, 1912, by Robert Henry Whitehead, of Whitley Bay, England.—No. 1,042,804. Fountain pen; patented Oct. 29, 1912, by James W. Laughlin, of Detroit, Mich., assignor to Catherine H. Laughlin, of Detroit, Mich.—No. 1,043,588. Manifolding sales book; patented Nov. 5, 1912, by Walter Creig, of Niagara Falls, N. Y., assignor to American Sales Book Company, Limited, of Toronto, Canada.—No. 1,039,979. Stenographer's desk; patented Oct. 1, 1912, by James C. Long, of Goldthwaite, Texas.—No. 1,043,889. Filing device; patented Nov. 12, 1912, by William H. F. Wood, of New York, N. Y.—No. 1,038,742. Rubber stamp cabinet; patented Sept. 17, 1912, by Calder C. Gibson, of Buffalo, N. Y.—No. 1,041,178. Index; patented Oct. 15, 1912, by Lloyd E. Schumacher, of Perrysville, Ohio.—No. 1,038,341. Office paper file; patented Sept. 10, 1912, by Frederick G. Gantner, of San Francisco, Cal.—No. 1,042,313. Loose leaf binder; patented Oct. 22, 1912, by John T. Brink and Edward Nordstrom, of Topeka, Kan.—No. 1,042,589. Book and pad holder; patented Oct. 29, 1912, by George W. Newton, of Newton, Iowa.

Your Own Judgment Will Be Our Salesman

for the ROSS Anti-Friction Ball-Bearing Filing Devices, once you give them a thorough and unprejudiced examination. Here is a line that talks for itself. Our dealers say that their customers pick out the ROSS from a group of a dozen files, and ask about it. That means quality, for only quality commands attention. Interest once gained, 50% of the salesman's task is accomplished. Here's one of them:

No. 42 Letter Section

The BALL-BEARING SLIDE, used on the above as on all ROSS vertical filing drawers, is our patent. No other file has it and no other file approaches the ease and swiftness of the ROSS movement. The steel balls roll in steel tracks, and the drawer in its silent glide touches only the ball-bearing slides, which are built to center the drawer exactly in the opening.

Our UPRIGHT LETTER SECTIONS, one of which is pictured bove, are designed expressly for filing letters, invoices, catalogues, orders and the like. All drawers are hung on anti-friction ball-bearing slides. If you wish, a low sanitary base can be placed underneath, for the section is built to admit it.

Our Catalogue is a Business Builder
Send for It Today

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OTSEGO, MICHIGAN

WHEN you buy a stock of advertised goods you invest in **standardized merchandise.** Selling advertised goods is easy, for your customers are already half sold. The

DeLuxe Line

of Loose Leaf Devices has been extensively advertised in "System," "Business" and "Modern Methods," and by the mailing of hundreds of thousands of high grade catalogs, booklets and envelope inserts direct to the man who uses loose leaf goods. This saves **your** time, and your time is money. You know that the customer knows that in buying advertised trade-marked products he is investing in goods of quality and reliability.

Let us tell you more about our plan of sales co-operation with De Luxe Dealers.

C. S. & R. B. Co., Inc.
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WHEREVER YOU HAVE AN AGENCY YOU NEED A SIGN LIKE THIS

ACTUAL SIZE—12" x 60"

Here's a sign which presents your selling proposition attractively and forcibly just at the right time and place.

Every dealer will appreciate such a sign. It adds tone to the store and sells goods.

MEYERCORD HANGING WOOD PANEL SIGNS

Made in

OAK, MAHOGANY, WALNUT, ETC.

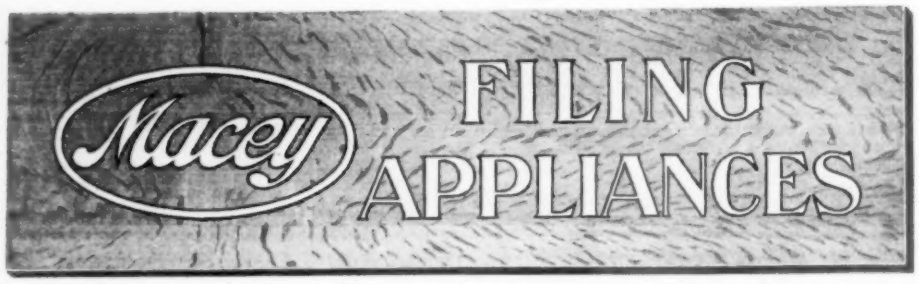
are simply beyond any sign proposition that has been offered to the office appliance trade. It is just the kind of sign for display where *filing cabinets, desk* and all other *office appliances* are sold. Here's why. They are made strictly in keeping with products in this line. The signs are manufactured of high grade actual veneer panels—five-ply in thickness—with any style of wood face, such as:

QUARTER-SAWED OAK MAHOGANY WALNUT, Etc.

Each sign is finished in our complete wood-working department with the same care as a high grade piece of furniture or expensive piano.

They are positively beautiful. Made in all sizes. Individually packed ready for shipment.

DESIGNS—Our designs are made by our **DECALCOMANIA** process in pure oil colors and gold. We can execute any design desired no matter how elaborate. If you wish to have actual reproductions of your product, we can make them—or give you strong and effective plain lettering designs like our "HORROCKS" or "MACEY" signs which we illustrate.



ACTUAL SIZE—14" x 48"

"Selling by Signs" is a science nowadays. With our experience in serving thousands of manufacturers in all lines of business, we can suggest selling plans no matter what your business. If you market your products through retail dealers, MEYERCORD VENEER PANEL SIGNS will prove forcible, "eye-catching," "business-bringing" advertisements.

FREE—Your Design—FREE. Let our designing department get up an attractive design for you. Get our ideas. We give this service free to show you what we can do for you.

Write us to day and get your design. It's worth while to investigate.

The Meyercord Company, Inc.

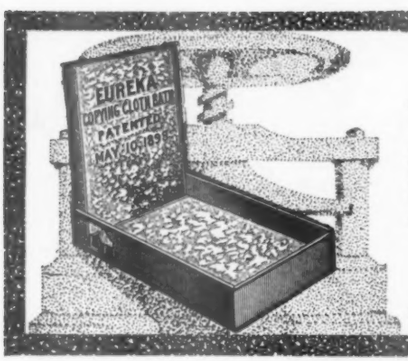
MANUFACTURERS OF EFFECTIVE DISPLAY SIGNS BY THE DECALCOMANIA PROCESS

FACTORIES

MAIN OFFICES:
Eleventh Floor, Chamber of Commerce, CHICAGO

BRANCH OFFICES IN ALL LARGE CITIES

We make DECALCOMANIA TRANSFER NAME PLATES too for application on wood, metal and glass. We supply Macey, Shaw-Walker, Y. & E. and others in scores of office appliance lines. Write for prices and samples. We can furnish these name plate also to dealers in quantities of 100 or more.



The Eureka Blotter Bath
and
The Eureka Sanitary Copying Cloth

constitute a perfect sanitary system of letter press copies. The impregnated stone composition bath affords an absolutely even distribution of moisture to the cloth, at the same time precluding bad oder, mustiness or mildew. The wire net in the composition makes the bath practically unbreakable. They are furnished in all sizes from correspondence to waybill. The patent chemical surface cloth which we furnish with non-raveling edge, insures clean cut copies.

There are more Eureka baths in use than all others combined
Sold Exclusively Through Dealers
Write for the Eureka Booklet

THE EUREKA BLOTTER BATH CO.
6215-17-19 Wentworth Ave., CHICAGO, ILL., U. S. A.

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A COMPLETE LINE

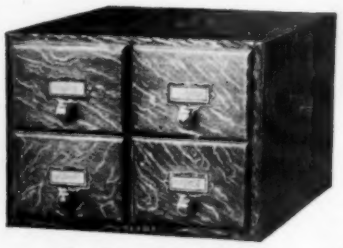
in stock for immediate shipment, both Plain and Quartered Oak, of

Sectional—2 Drawer Popular Cabinets
Solid Cabinets—1, 2, 4, 6 Drawer
in all the sizes.

Imperial

One Drawer Card Cabinet

Two Drawer Card Cabinet


Four Drawer Card Cabinet

Top and Lower Card Index Sections

IMPERIAL METHODS CO.
206 West Monroe Street CHICAGO

WANTS

NOTE—"Want" Advertisements are received for this department at 4 cents a word. Minimum charge one dollar, payable in advance. Only legitimate advertisements received, and those relating to trade necessities.

HELP WANTED.

WANTED: GOOD TYPEWRITER REPAIRman for Chicago. Permanent employment for good workman. Address T17, care of Office Appliances, Chicago.

WANTED: HIGH CLASS REPRESENTATIVE calling upon the stationery trade on Pacific Coast to represent progressive loose leaf house. Address A21, care of Office Appliances, Chicago.

CITY SALESMAN WANTED FOR PROMInent commercial stationery house in Chicago. Fine opportunity for a person with experience and ability. Address F19, care of Office Appliances, Chicago.

TRAVELING AND LOCAL SALESMEN TO sell Transo (transparent face) envelopes. Every business house a possible customer; excellent proposition, commission basis. Transo Paper Co., Chicago.

WANTED: EXPERIENCED MANAGER, wallpaper and office supply store, southern Ohio. Fine opening for hustler to make good. Salary and commission. Address Hustler, care of Office Appliances, Chicago.

SALESMAN WANTED: TRAVELING, THOROughly experienced in typewriter ribbons and carbon papers. State age, experience, references and whether single or married. Salary $25 a week and expenses. Address W. H. P., care of Office Appliances, Chicago.

TYPEWRITER MAN TO MANAGE PROSPEROus typewriter department of thoroughly established house. Large repair business, almost no competition. Oliver agency under unusually advantageous plan; many large equipments. Opportunity for thorough typewriter man who can repair all makes and sell, to keep into good business. Salary or share of profits. Must show clear record. Wells Multicopy Co., Youngstown, Ohio.

SITUATIONS WANTED

WANTED TO REPRESENT AFTER JAN. 1, 1913, stationery manufacturers and jobbers, locally in St. Louis to stationers. Have had long experience and command good trade with stationery dealers. Salary or commission. All correspondence confidential. Address D19, care of Office Appliances, Chicago.

FACTORY SUPERINTENDENT WITH YEARS of experience in office appliance lines, including typewriters, adding machines and stationery, desires to secure new connection. Can furnish excellent references as well as first class record of past results. High class proposition only will be considered. Address S18, care of Office Appliances, Chicago.

HIGH CLASS SPECIALTY SALESMAN OF ability and fifteen years experience would consider a position after January 1, 1913, as Manager or Sales Agent for some reliable specialty company. Am now employed with high class office specialty company making from $4,000 to $5,000 per year. Can give bond and satisfactory reference. Address Experience, care of Office Appliances, Chicago.

BUSINESS OPPORTUNITIES.

WE ARE IN A POSITION TO GIVE A FIRSTclass American office machine, effective and profitable representation in Germany and Austria. Sole sales agency desired. Company long established; located in Berlin. An unusual opportunity to conclude an arrangement which will mean permanent gain through capable and aggressive representation. Address Progress, care Office Appliances, Chicago.

Office Furniture Man Wanted

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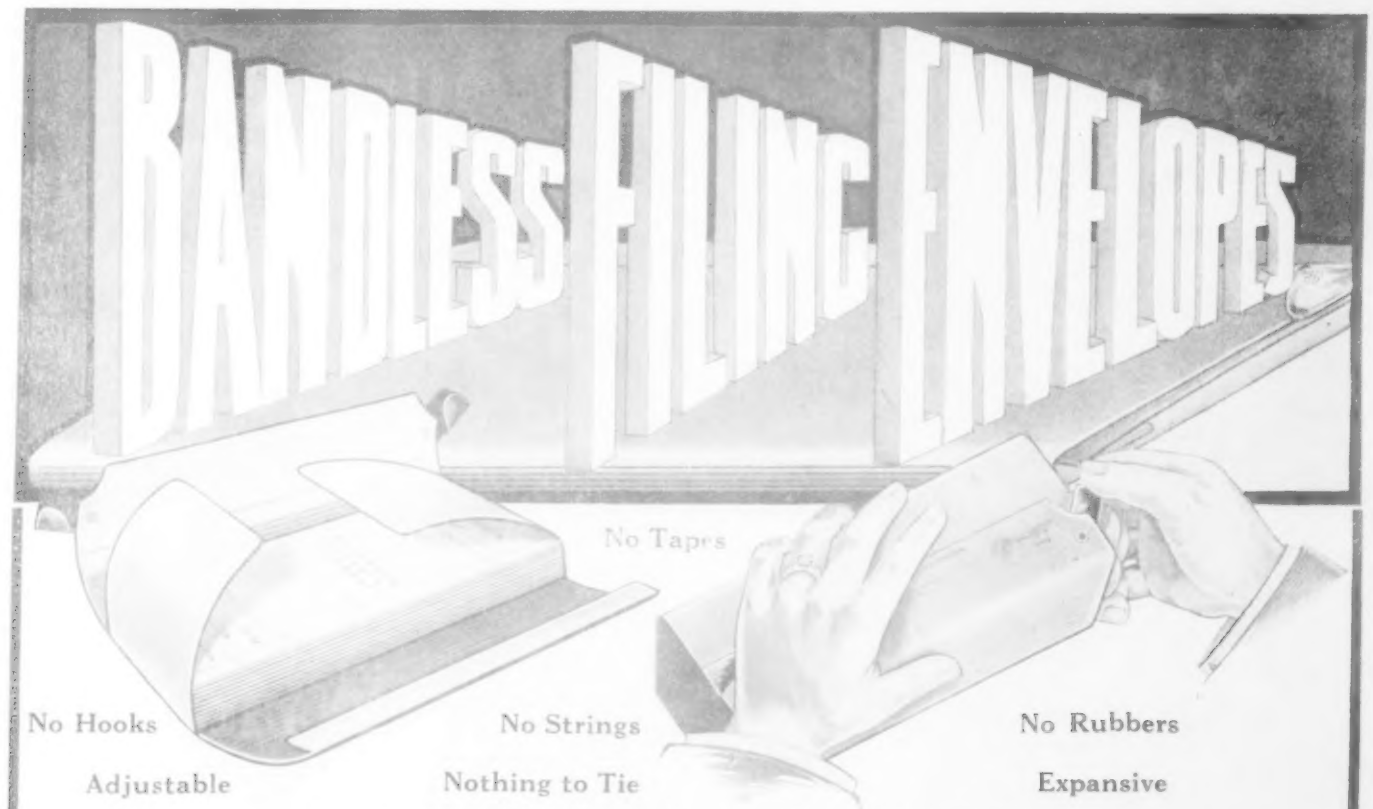

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